

OCT 1 1923

FALL ANNOUNCEMENT NUMBER

THE Publishers' Weekly

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VOL. CIV.

NEW YORK, SEPTEMBER 22, 1923

No. 12

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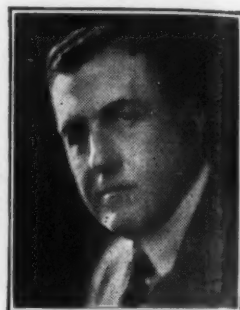
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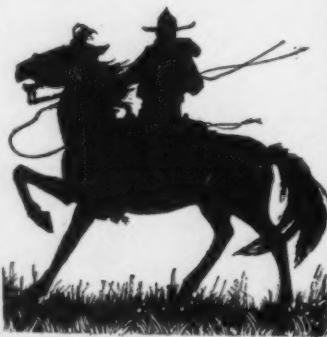
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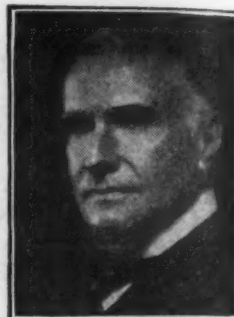


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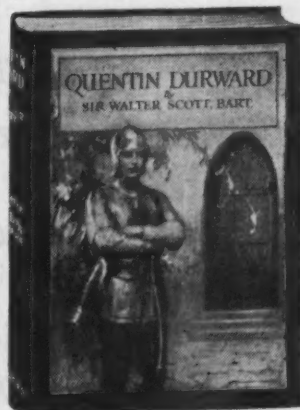
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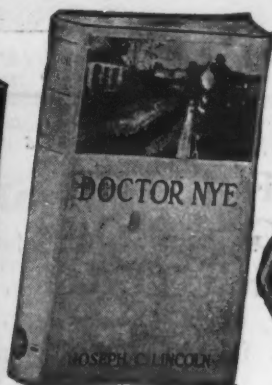
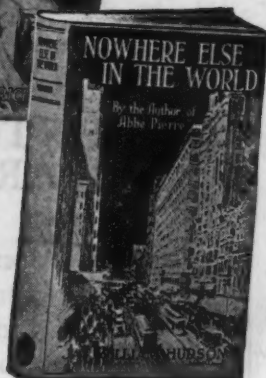
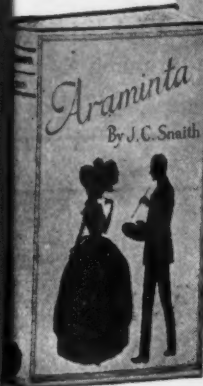
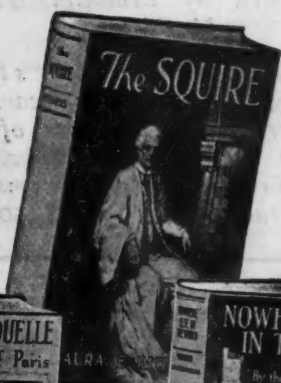
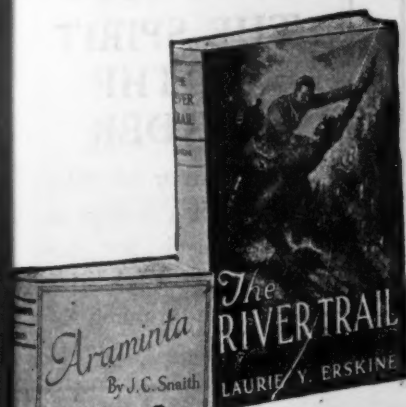
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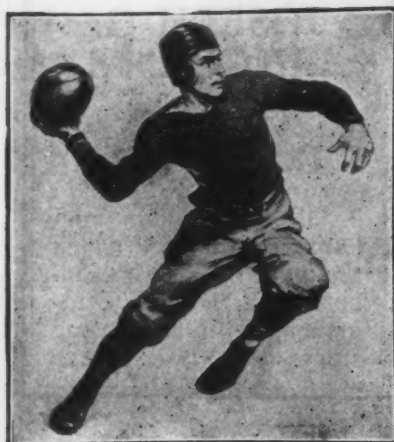
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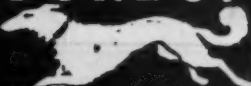
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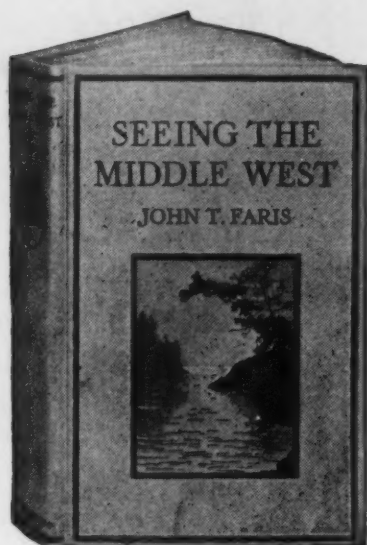
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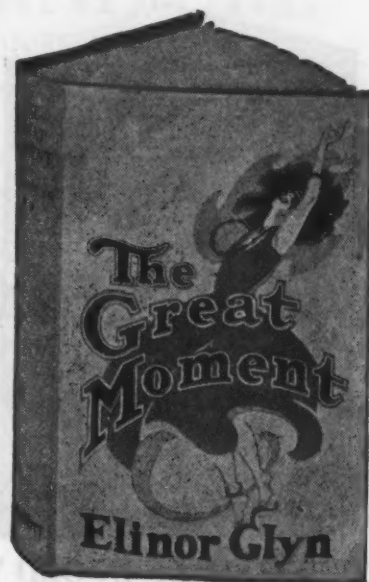
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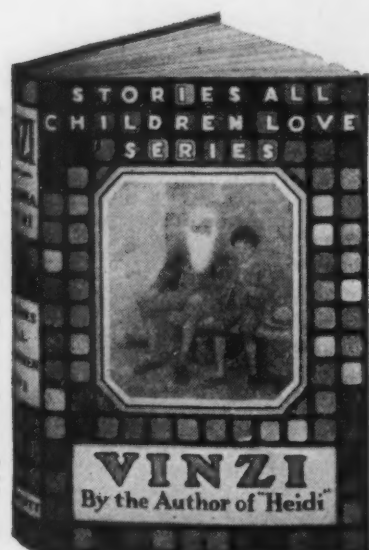
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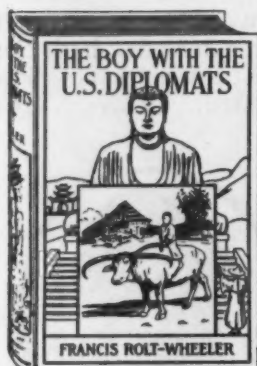
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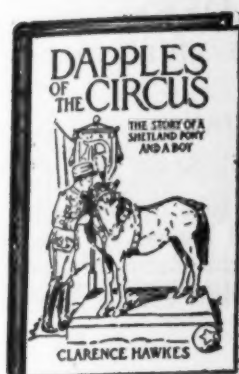
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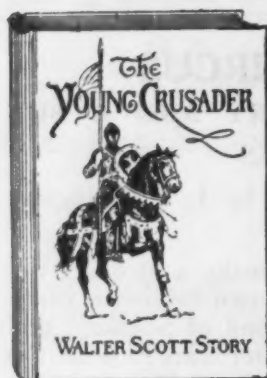
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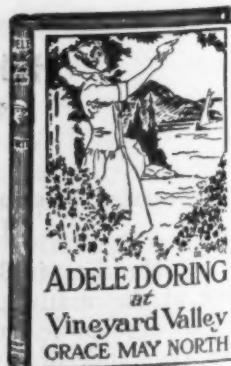
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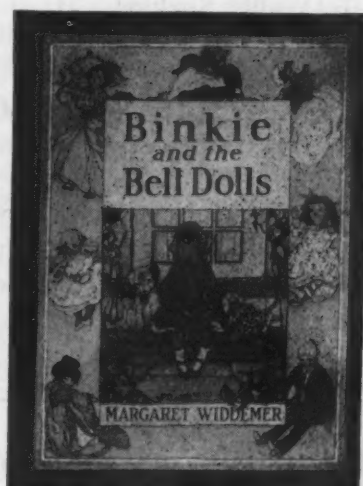
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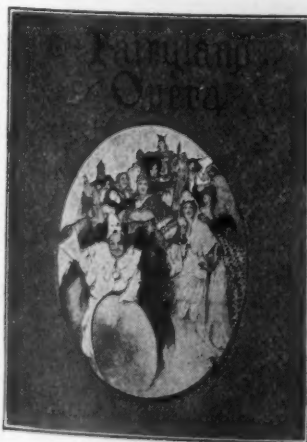


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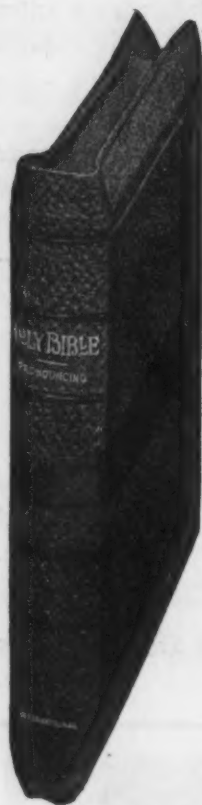
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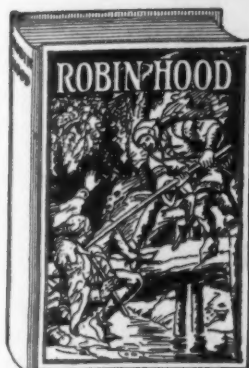
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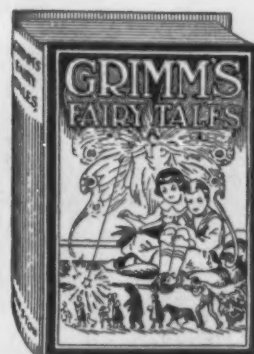
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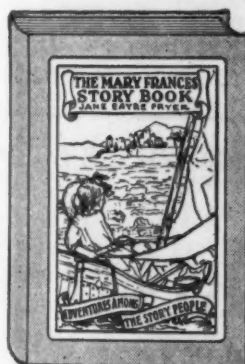
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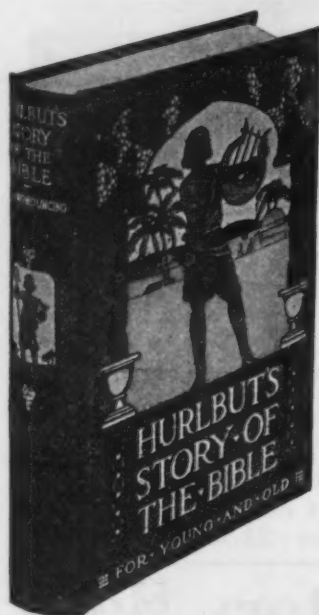


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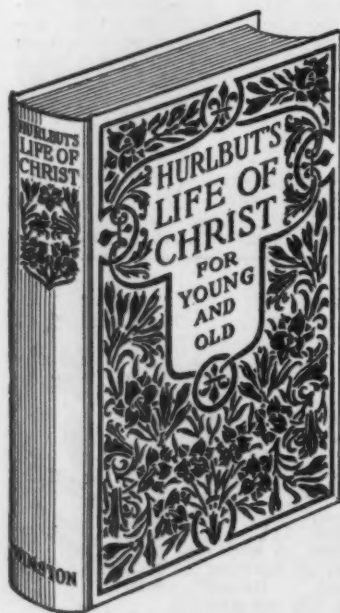
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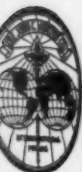
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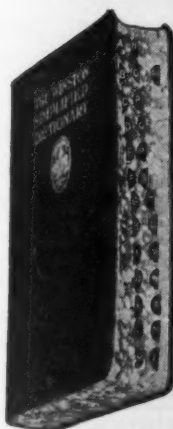
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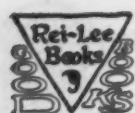
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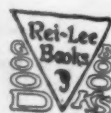
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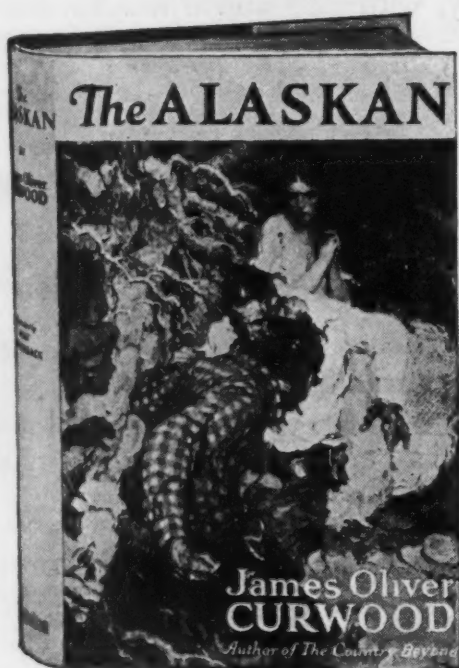
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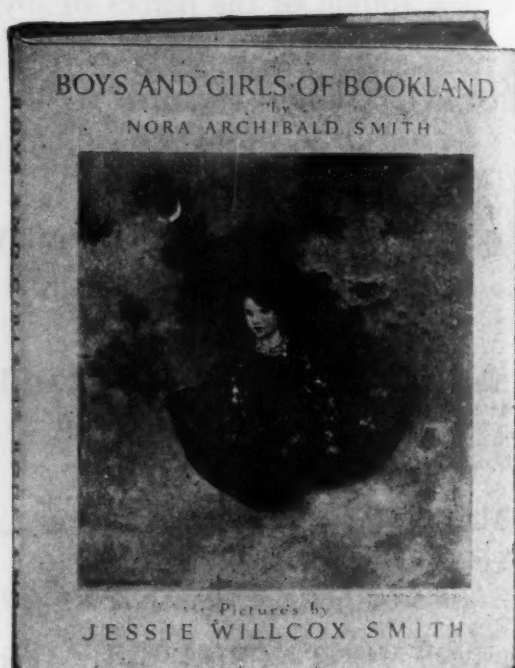
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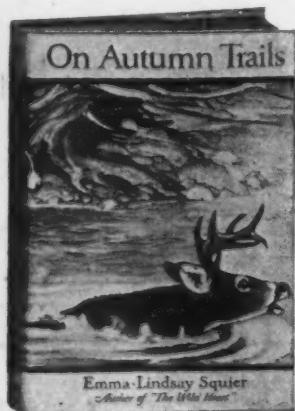
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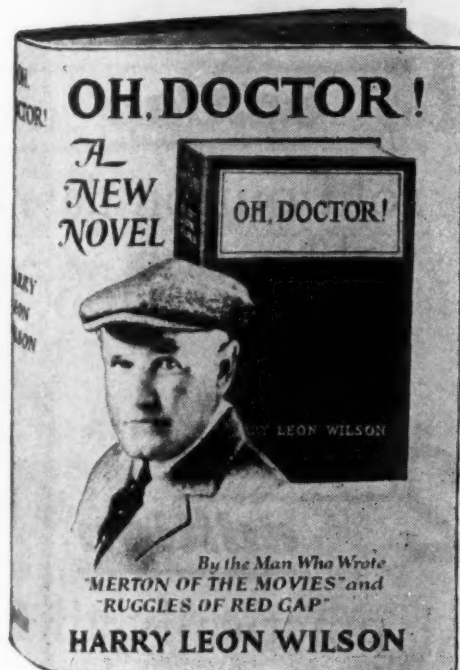
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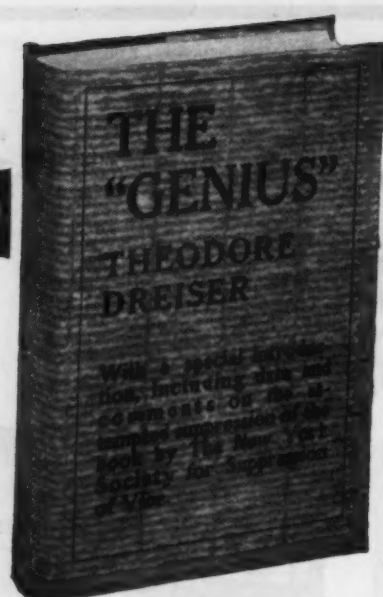
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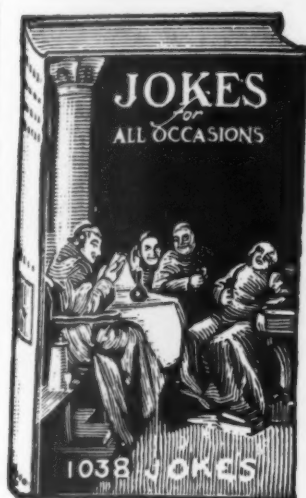
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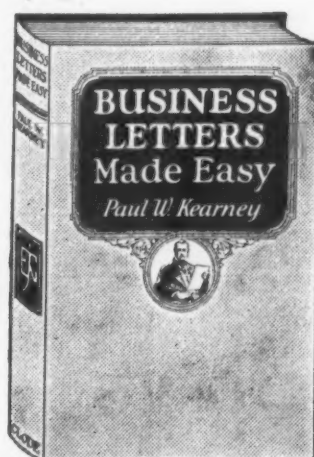
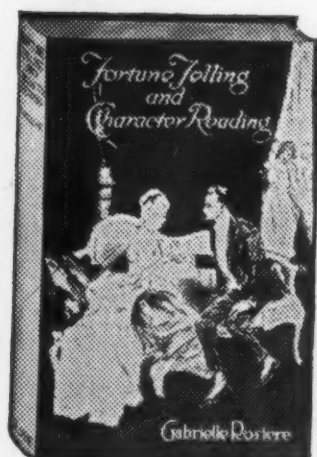
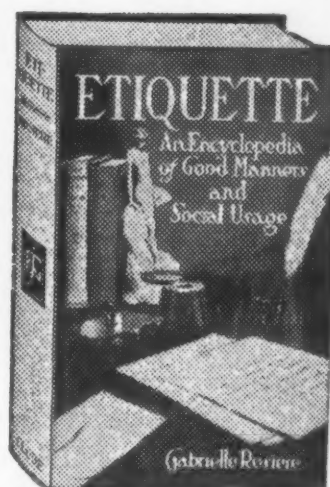
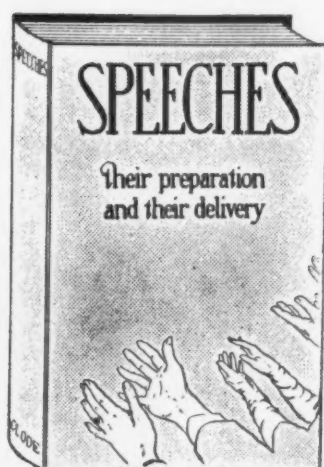
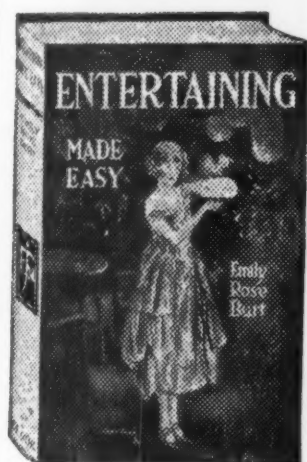
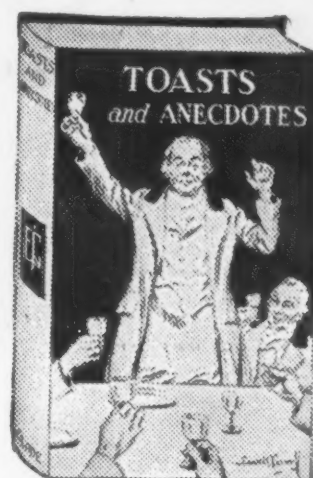
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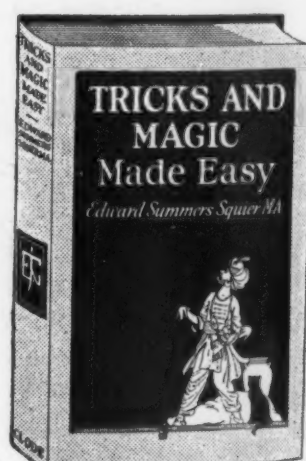
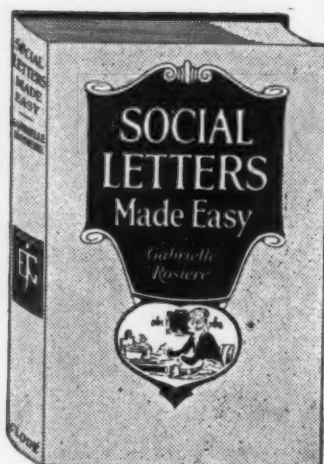
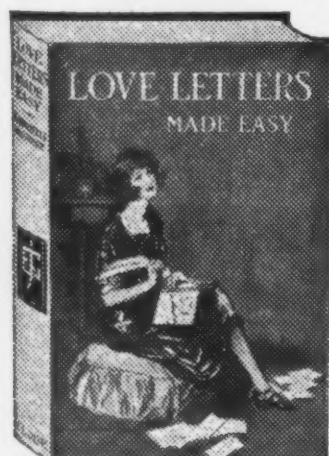
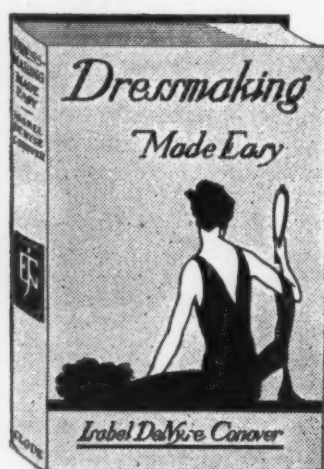
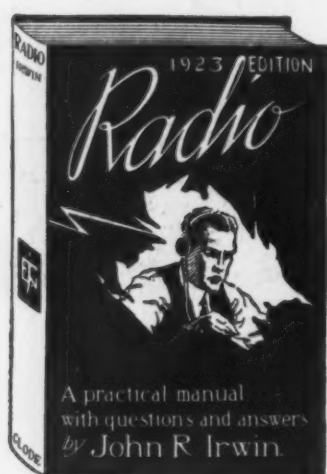
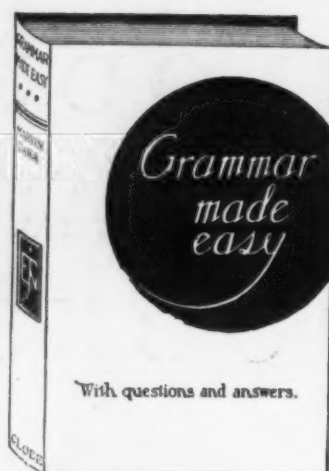
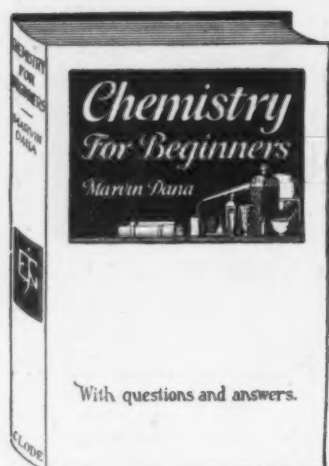


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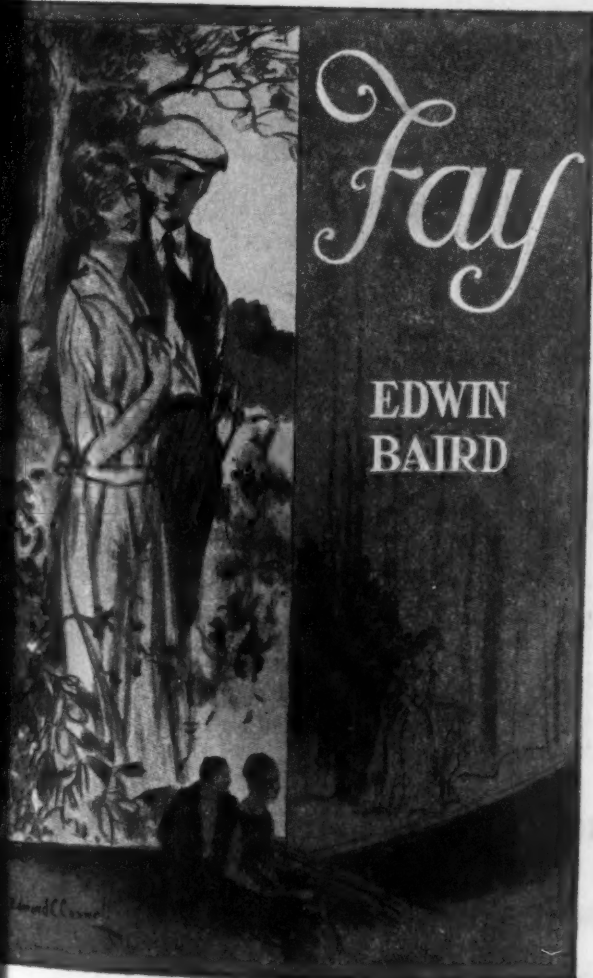
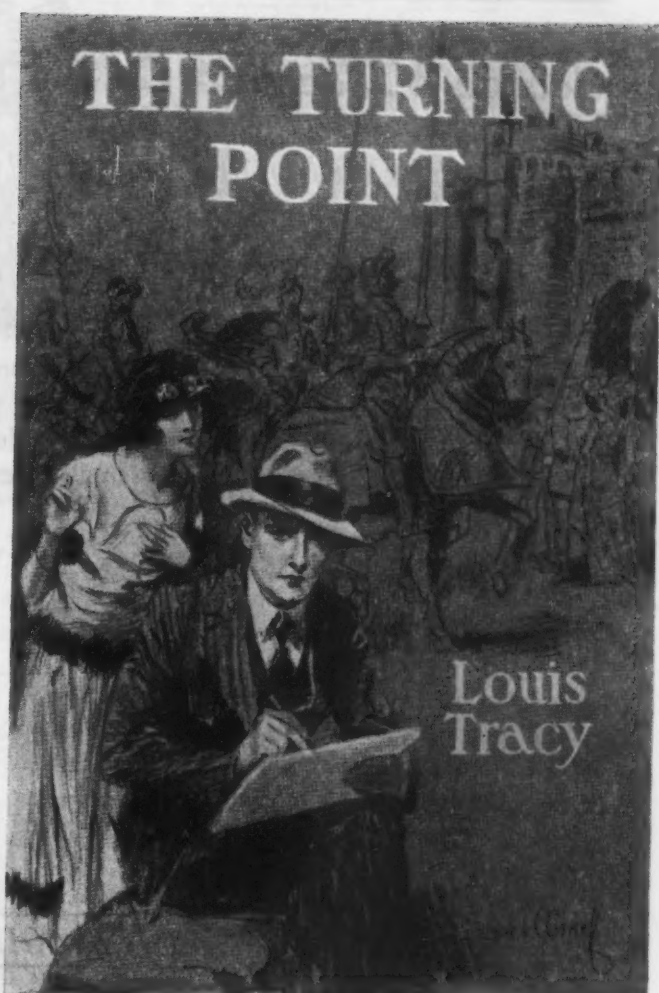
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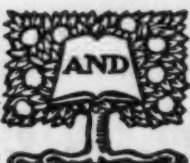
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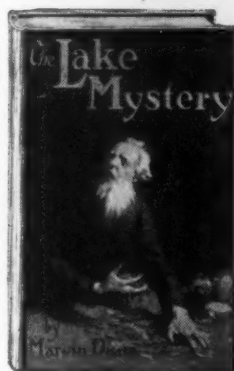
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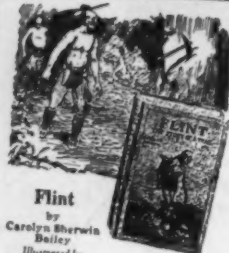
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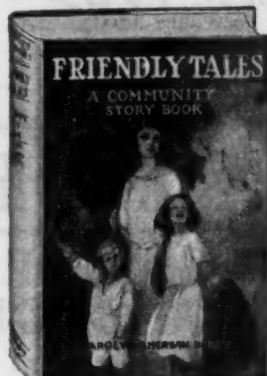
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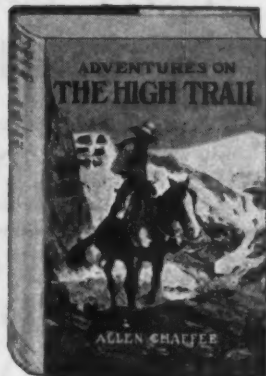
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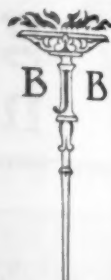


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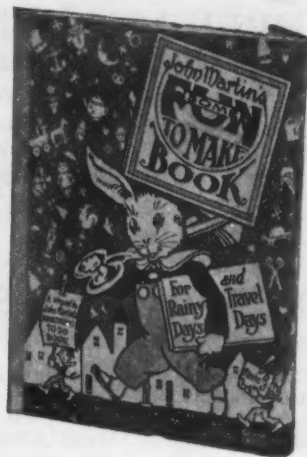
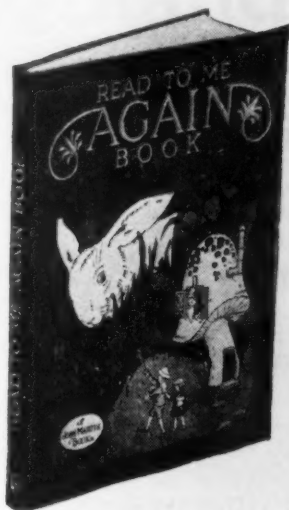
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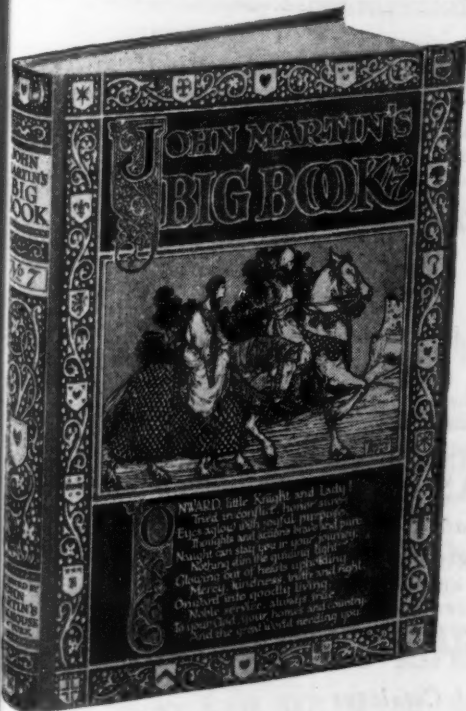
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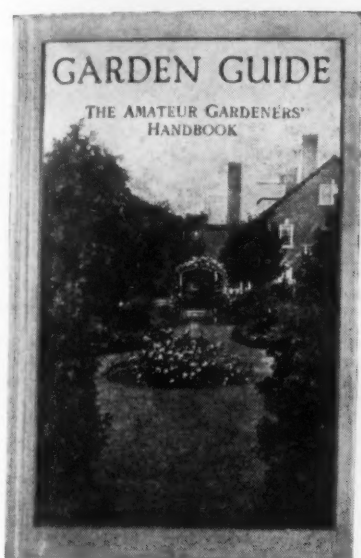
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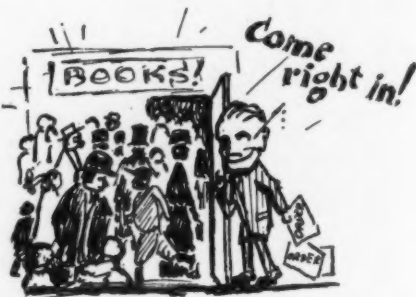
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The Publishers Weekly

SELLING BOOKS TO MORE PEOPLE

HABITUAL book readers will always read books — but the growth of the book business depends, not primarily on selling more books to the same people, but in selling books to *more* people.

IT has been the business—and the pleasure—of the INTERNATIONAL BOOK REVIEW to get the habitual book reader to read more books, and to get the indifferent reader to read habitually.

THE circulation of the INTERNATIONAL BOOK REVIEW reaches every state in the Union, and the magazine is read in the small cities, towns and rural communities all over the United States, as well as in the metropolitan districts.

AMONG the 110,000 readers of the INTERNATIONAL BOOK REVIEW are a large number who have not previously had adequate means of keeping informed of what is worth while in current books. They would have *liked* to read regularly but they were not in touch with the *news* of books.

IN reaching these book readers the INTERNATIONAL BOOK REVIEW is furnishing a new outlet for the publisher, and a big outlet—perhaps the largest potential book market in the United States. At least, that is what we aim to make it. And precisely because of this outlet (37% of our readers live in towns of 10,000 population and under) the leading publishers have consistently advertised in the INTERNATIONAL BOOK REVIEW from the very first issue.

THE point we would like to make — the point which concerns the present and future growth of the book business — is that our influence is extending beyond the limits of the established literary cult and is reaching the newer market which comprises the bulk of prospective book buyers. As a firm foundation for our *own* growth, we have the great public of 1,300,000 Literary Digest readers.

A SUGGESTION TO BOOKSELLERS

*Inducing our readers to add
good books to their libraries.*

TO stimulate a general interest in contemporary literature, we are at present conducting a voting contest among our readers on the ten best books of the twentieth century. The objective of this campaign is to put the best books of the 20th century in our readers' libraries.

ALREADY more than two hundred titles have been voted on. The first instalment of one hundred and eight titles is published in the September number, and from now on until January additional lists will appear. We estimate that each of our 110,000 readers can be influenced to buy perhaps twelve of the books that will be voted for in this contest — a total sale of 1,320,000 books!

OF course, all these will not be bought in one day or one week, but remember that this campaign is to be kept continuously before the public over a period of four months from September until January.

MANY of the books voted for so far have been published within the last few years and undoubtedly you have them in stock.

HERE is an opportunity to "clean up" this stock by linking your window or table displays with the titles receiving publicity in the symposium.

WE have prepared an attractive poster for display which we shall gladly send on request to bookstores and libraries.

From the beginning, it has been our fixed policy to encourage our readers to buy books through their local bookstores. That is the principal reason why we thought it best to exclude the advertising of books that are not sold through bookstores. We wanted to fix the character of the International Book Review as an advertising medium for "Bookstore books".

The Literary Digest

INTERNATIONAL BOOK REVIEW

354-360 Fourth Ave.

New York City

The Literary Review

has been called "*the best literary magazine ever set up in America.*"

It is a staunch ally of the bookseller in calling attention to good books.

Reviews of Fall books are appearing in its columns now, supplementing the advertising announcements of publishers.

The Literary Review helps you sell books



The Literary Review

PUBLISHED BY THE NEW YORK EVENING POST

Edited by HENRY SEIDEL CANBY

20 Vesey Street, New York, N. Y.

SUBSCRIPTION PRICE \$2.50 year. \$1.00 5 months' trial. SPECIAL RATES FOR EXTRA COPIES.

THE DIAL

AMERICA'S LEADING JOURNAL
OF ART AND LETTERS

FOR more than forty years THE DIAL has occupied a distinguished position among American literary publications. Since its founding, the reviewing of important and significant books has been a major feature of its service to the American public. The book reviews are not regarded as simply a department of the magazine and relegated to an insignificant place among the advertising; they are emphasized as one of the important features of every issue. From five to six long reviews, and from twenty to thirty briefer reviews, are published in every issue. Among those reviewing books for THE DIAL during the past year are the following well known writers:

Mary Austin
Kenneth Burke
Padraic Colum
Malcolm Cowley
Ralph Adams Cram
Thomas Jewell Craven
John Dos Passos
Robert Herrick
D. H. Lawrence

Robert Morss Lovett
Marianne Moore
Raymond Mortimer
James Harvey Robinson
Bertrand Russell
G. Santayana
Edward Sapir
Gilbert Seldes
Edmund Wilson

THE DIAL'S circulation is now 13,000 net paid. Publishers' rate per page, \$75.00. Member of Audit Bureau of Circulations.

THE DIAL

152 West 13th Street

: : :

New York City

1,200,000 Potential Book Buyers

With its circulation of nearly 400,000, The Chicago Daily News is read every day by approximately 1,200,000 people, who include the great majority of cultured, financially competent readers of English in Chicago and its immediate suburbs.

The Wednesday Book Page of The Chicago Daily News has been for almost a decade the outstanding literary guide and book buying directory of this vast army of readers.

Realizing the bookselling effectiveness of this medium, the leading publishers of America consistently place more of their advertising in The Daily News than in any other Chicago newspaper, daily or Sunday.

The official figures* for the first eight months of 1923 are here given:

TOTAL VOLUME OF BOOK ADVERTISING AS DISTRIBUTED AMONG CHICAGO NEWSPAPERS FROM JANUARY 1 to AUGUST 31, 1923

	Lines	Comparison Lines
The Chicago Daily News.....	80,476	80,476
The Post	53,755	53,755
The Daily Tribune	46,953	
The Daily Herald-Examiner	5,521	
The Journal	1,132	
The American	5,137	

SUNDAY PAPERS

The Sunday Tribune	6,176	
The Sunday Herald-Examiner	11,825	
The Daily News' excess over the next high- est score that of the Post		26,721

Publishers who wish to sell MORE books in Chicago should INCREASE their advertising in

THE CHICAGO DAILY NEWS

First in Chicago

*Figures supplied by the Advertising Record Company an independent audit service maintained by all the Chicago newspapers.

THE Christmas **BOOKMAN** of last season carried more than eighty-five pages of book advertising, incontrovertible proof that among general magazines **THE BOOKMAN** is the favorite of the book publishers. In its pages each month the book trade will find not only a representative group of publishers' announcements, but important news of books and authors. *The Guide to Fiction* particularly with its impartial comment on the latest novels, is worth every buyer's and every clerk's careful attention. *The Editor Recommends; The Monthly Score of Best Sellers; A Shelf of Recent Books; Brief Reviews;* all these departments offer information no progressive dealer should pass by.

A year's subscription to THE BOOKMAN may be obtained by any member of the trade at Two Dollars, half the regular subscription price.

GEORGE H. DORAN COMPANY, Publishers
244 Madison Avenue New York

The Customers of 400 Bookstores

In the preparation and distribution of the two best known mediums intended for distribution by booksellers under their own imprint we have in mind always the highest type of book service to actual buyers in bookshops.

Editorial integrity and careful emphasis on those items that seem best for "trade" promotion results in customers' confidence in the catalogs from retailers. It has been our aim to provide always as complete service as could be encompassed with economy so that every buying interest could be served. We keep in mind your interest in providing the highest type of direct-by-mail book service.

The Book Review

(Present circulation 40,000 copies)

Provides in the restriction of 32 pages, mailing, weight, one cent, interesting articles by nationally known critics and reviewers, reviews by well known literary writers of the leading books of the day, interesting pictorial

features and a descriptive guide to new books. Printed every month except June, July and August. Sold in imprint quantity lots for dealer distribution. Special full page bookshop advertising is possible. Customer's order form in each copy.

Books of the Month

(Present circulation 140,000 copies)

An envelope enclosure booklist that mails with letter, bill or statement without additional postage cost. Provides the most complete descriptive

guide to the latest books available for imprint distribution monthly. Sold in imprint quantity lots at very slight cost. Samples on application.

R. R. BOWKER & CO.

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5

times as much news space to
books as any other Boston paper

**Boston Retail Book Stores use *twice* as much
advertising space in Transcript as in any
other paper. Back them up with
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Boston Evening Transcript

National Advertising Representative

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Chicago New York Boston

Religious Books on Vital Themes

Does Religion Pay?

Revival Sermons

By WILLIAM DUDLEY NOWLIN,
D.D., LL.D.

Twelve sermons repeatedly used in revival services with great effect in the Southland, and reproduced largely as they came from the preacher's lips in rapid extemporaneous speech. Dr. G. W. Truett, commenting on this work, speaks in the highest terms of the important themes, the simple, wholesome words, the apt, telling illustrations, and the preacher's sureness of his message. By the author's permission a few of his brother pastors in the South, having taken notes of these sermons, have found excellent use for them in their ministry. In response to repeated requests the material is now made available in book form.

Cloth, \$1.25 net

The Birth of the Bible

By THEODORE HEYSHAM, Ph.D.

A New Pathway to the Better Understanding of the Bible

An unfolding of the facts about the origin, transmission, and translation of the Bible. Doctor Heysham has designed a unique and original chart in colors which shows how the Bible came to us, vividly picturing the history of the great Book. In concise yet comprehensive chapters he gives a description in detail of the facts pictured in the chart. All ages, classes, and creeds will find their most puzzling questions about the Bible answered in these pages.

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By R. S. MacARTHUR, D.D., LL.D.

A group of sermons selected by the author a few months before his death as representative of his message and of himself in his presentation of it. A volume of note to students of preaching, for Doctor MacArthur was in some fine respects the outstanding preacher among Baptists in America. Here are some of his greatest themes, some of his best-known and most effective utterances. Reproduction of a photograph of Doctor MacArthur, taken a few days before his sudden death, appears as the frontispiece.

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The bravest of men are afraid of social disaster. This fear is the silver lining of the clouds of our day. It means there is a vivid social consciousness, a lively sense of social responsibility. What obligations does this social consciousness perceive? In a very helpful way Professor Thoms has set them forth, emphasizing eight striking needs which his readers will agree are imperative, and for which Christianity and Americanism make them responsible. A book that is a noble interpreter of the best a man feels where he lives and works.

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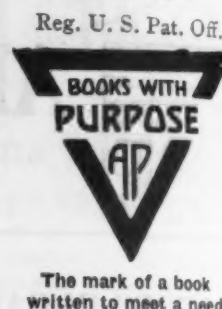
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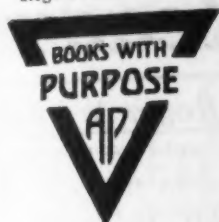
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Father and Son

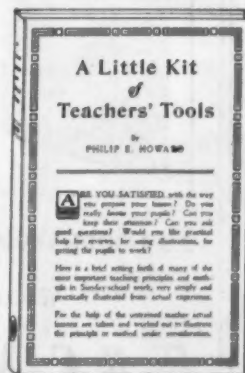
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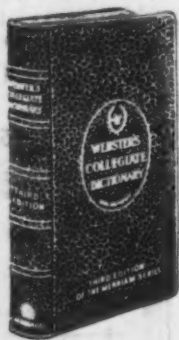
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Where the Movies Get their Material~

MORE and more the producers of motion pictures are turning to famous novels for their materials. Last season saw such big productions as "When Knighthood Was in Flower," "The Christian," "The Flirt" and many others take the country by storm. In nearly every case the books from which these photoplays are taken are Grosset & Dunlap Popular Copyrights—just another indication that the cream of popular fiction, the books everyone is talking about—are Grosset & Dunlap books.

SCARAMOUCHE

by Rafael Sabatini



A tremendous Rex Ingram Metro production with a cast of 10,000 has been made from this great book. Every bookseller has an opportunity here for one of the greatest Fall and Holiday sales in the history of Reprints. You can sell hundreds no matter what the size of your community is.

TO THE LAST MAN

by Zane Grey



Paramount has spent thousands of dollars in publicity and advertising for this great Zane Grey title produced from the book which has just been released in the Grosset & Dunlap edition. It is a fighting story of the west of the same epic proportions as "The Covered Wagon."

THE CHEAT

by Russell Holman
and
Hector Turnbull



This book has never appeared in print before. It is a novel based on the story by Hector Turnbull which has been released by Paramount as a great Pola Negri Special Production. Here you have a \$2.00 book to sell for seventy-five cents.

UNDER THE RED ROBE

by Stanley J. Weyman



"Bigger and better than 'When Knighthood Was in Flower'" is the way Cosmopolitan Productions describe this picture based on Stanley J. Weyman's famous swash-buckling romance. There is a jacket on this beautiful edition that will make you stand and cheer!

MAIN STREET

by Sinclair Lewis



As the big Warner Bros. photoplay gets wider distribution booksellers will have one of the most splendid tie-ups ever offered. The book sells big on its own merits, but where dealers will tie up with the picture the sales will be phenomenal for a long time to come.

LITTLE OLD NEW YORK

by Rida J. Young



A truly great production is this picture in which Marion Davies stars. And the book is equally delightful. Here again you have the opportunity to exploit a book which has never been published before. Thousands of copies were sold during the New York run of the picture.

MILLIONS of dollars have been spent by the producers of these fourteen great photoplays to advertise them to the people of the country—including every man, woman and child in your community. This publicity is yours for the taking.

Remember—the showing of the picture is transient, but the selling of the book is continuous.

THE WHITE SISTER



by F. Marion Crawford

The beautiful Lillian Gish production of this most dramatic of all Marion Crawford's romances is on a par with pictures like "Robin Hood" and "Scaramouche." It will make hundreds of thousands of people want to read this poignant story of a beautiful nun's love.

PENROD AND SAM

by Booth Tarkington



This picture based on Booth Tarkington's favorite book, has proved since its release in June to be one of the most successful features ever released by First National. Every dealer who has tied up with the picture has sold the book in remarkable quantities.

MICHAEL O'HALLORAN



by Gene Stratton-Porter

Here is the book put into pictures exactly as Mrs. Porter wanted it to be. A beautiful story of an American boy, a book that sells almost as readily as when it was first published, it is now being released throughout the country by W. W. Hodkinson as a splendid photoplay.

THE LONE STAR RANGER

by Zane Grey



Tom Mix in a Fox Super-special—that is what you have to tie up with this dramatic Zane Grey novel of which something like six hundred thousand copies have already been sold. You will sell hundreds before Christmas!

RUPERT OF HENTZAU

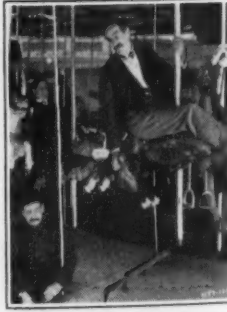


by Anthony Hope

A Selznick all-star production on the same superb scale as the picture of which it is the sequel, "The Prisoner of Zenda." The photoplay has just been released after a successful run in New York, and it is taking the country by storm.

RUGGLES OF RED GAP

by Harry Leon Wilson



Paramount Pictures have made a corking photoplay from this book, directed by James Cruze of "Covered Wagon" fame. With all the publicity the picture will arouse and the success of this author's other books, you can sell a lot of "Ruggles."

THE COMMON LAW



by Robert W. Chambers

Selznick have produced a film masterpiece from this most popular of all Robert W. Chamber's stories. It is daring yet clean, with a galaxy of stars such as is seldom gathered into one picture. A beautiful new edition of the book liberally illustrated from scenes in the photoplay is now available.

FIGHTING BLOOD

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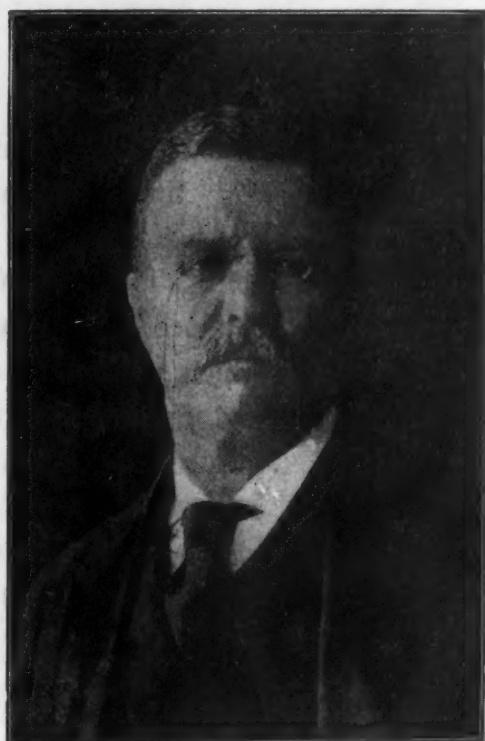
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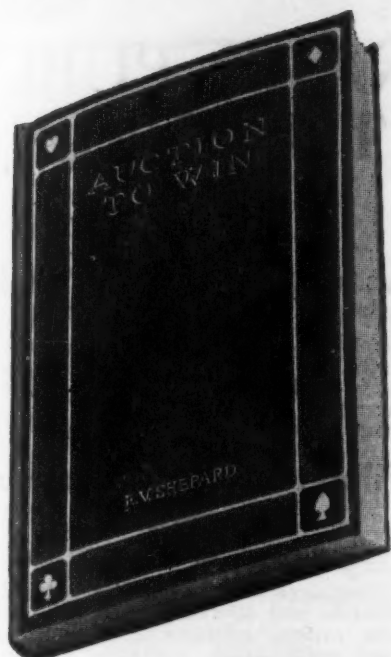
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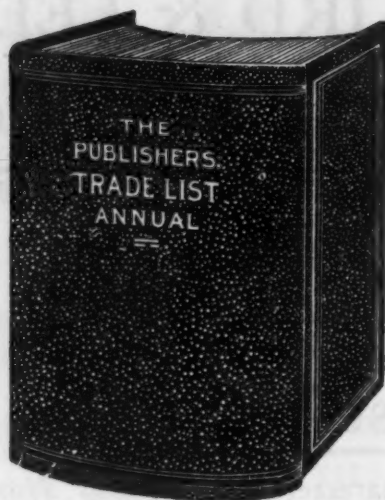
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Publishers FREDERICK A. STOKES COMPANY New York

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An invaluable set of recollections and pictures of South Africa by one of the leading authorities on that country and its problems. *Net \$6.00.*

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The first book in English that clears away the mist enshrouding the religious history of ancient Mexico. *Fully illustrated. Net \$7.50.*

Publishers **FREDERICK A. STOKES COMPANY** New York

OUTSTANDING STOKES NOVELS

"A splendid piece of work, worthy of Mrs. Willsie at her best."—John Clair Minot, *Boston Herald*.

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Author of "Still Jim," "The Enchanted Canyon," etc.

"Mrs. Willsie has written a book we firmly believe will rival her most successful novel, 'The Enchanted Canyon.' . . . It tells a story which everyone may read," says Dorothea L. Mann, *Boston Transcript*. A dramatic story, whose hero, a fossil-digging scientist, is led into a stirring political contest—all against a superb Western background. *Striking full-color jacket. Net \$2.00.*



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By STELLA G. S. PERRY

A romance of the rice-lands of Louisiana—that country of romance and adventure untouched by the novelist until Mrs. Perry, herself a Louisiana girl, opened it to readers of "Palmetto." Your Southern customers will like it particularly, but it will be enjoyed by readers everywhere. *Unusually beautiful jacket. Net \$2.00.*

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By HAROLD BINDLOSS

A story of courage and adventure in the frozen wilderness of the North, whose hero is a member of the Royal Northwest Mounted Police. Primarily a story of adventure, yet a pleasant love story runs through its pages. *Jacket in color. Net \$1.90.*

PATUFFA

By BEATRICE HARRADEN

This story of a girl violinist, lovably human and wonderfully gifted, takes the reader into an inner circle of the musical world where artists live their real lives. Miss Harraden knows the artist world intimately. *Suggest her novel especially to music lovers. Jacket in color. Net \$2.00.*



The author of "Anne of Green Gables" creates a delightful new character in

EMILY OF NEW MOON

By L. M. MONTGOMERY

"I cannot think, offhand, of a better story of this kind, except 'Little Women,'" says the *N. Y. Tribune* of this book. And a Chicago bookseller writes us: "In my judgment 'Emily' should outsell all other recent books by this author. It will have strong appeal to all classes of people." *Full-color jacket. Net \$2.00.*

Publishers **FREDERICK A. STOKES COMPANY** New York

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

September 22, 1923

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

What Is a Bookseller?

ONE of the most eloquent and worthy presentations of the career of the bookseller which we have ever printed is presented in this issue, translated from a lecture by a Besançon bookseller at the opening of the French bookselling course in Paris last spring. The subject given to M. Marion was "The Stocking of the Bookstore," but he raised his argument to the level of a general discussion of the bookseller's attitude toward his profession, contending quite properly that the development of the bookseller himself leads to the development and enrichment of his stock and to the increasing of his power to serve his community.

The fall season is the time when scores of new people enter into the book business—some for temporary contact with it during the busy season; others who will be permanently attached to the business, either as salesmen in established stores or by the establishment of their own shops. Such entrants may well read with care M. Marion's discussion, and they should value highly, as he suggests, their opportunity for personal development in this business. "No one," he writes, "whatever amount of intelligence he has to start with, is better suited than the bookseller for acquiring that moderate amount of knowledge, that aptitude for acquiring judgment, that curiosity about things of the mind, that sureness of taste and that sense of beauty which is meant vaguely by the word 'culture.'"

M. Marion is right in believing that the selection of stock for any one season is not the fundamental argument to present to the entrant into the field, but that the bookseller should understand that, by study and painstaking care, he can move nearer to that balance of commercial and æsthetic judgment that will enable him to present the right book to every visitor to his store.

Fall Announcement Index

THE most widely and thoroly read issue in the fifty-two weeks of the PUBLISHERS' WEEKLY is the Fall Announcement Number. It would be a hardened bookseller, indeed, or book lover, who could turn to this full announcement of what the season is to bring forth without some feeling of excitement and exhilaration, and, on the practical side, the announcement index supplies a most necessary key to where books are published.

Figures of the first eight months of American publishing indicate about a ten per-cent increase in the number of new titles since the year before, not a large enough increase to indicate any excited rivalry but sufficient to show that more books are coming out than was possible under the hard pressure of after-war conditions. The number has not yet reached the high point attained some years ago.

It should be carefully noted by those using the announcement indexes that, beginning this year, announcement numbers have been put on a quarterly basis, and the PUBLISHERS' WEEKLY of July 7 included a title and author index to all books which publishers had to announce up to September 1st. This gives more prompt information than the former semi-annual method, and, with the first number in January, will come another announcement number, picking up any late season books that publishers did not have ready to announce in this issue and carrying their program on to March, when the regular Spring Announcement Number comes out.

Awards For Good Advertising

IT seems to us not inappropriate that we are able to print in this Fall Announcement Number a statement from the director of the Harvard Business School describing the Harvard Advertising Awards which are now to be an annual event provided for by Edward W. Bok. The prizes are so carefully differentiated and so significant in size and value and the Harvard School is so eminently suited to care for the details that the effect of them cannot but be salutary and the announcements each year interesting.

Book publishing has always been an industry that has found continual use for display advertising, and few industries use so large

a percentage of their gross income for this purpose. Book publishing, too, has always recognized the necessity of keying together the various types of advertising and publicity in order to produce the best results. Intelligence of a high order has been and is expended on working out results in this peculiar and difficult field. It is to be hoped that the judges will not be so enamored of the importance of national campaigns on trade-marked products that they cannot consider, also, the finesse and intelligence necessary to direct the advertising on copyrighted products. The difficulty of the book problem has not usually been understood by those in the general field of advertising, and its peculiarities and its general importance to the welfare of the country deserve more attention.

While it is quite natural that these awards should have been suggested by the awards given for books, poems, plays, etc., it is to be hoped that this will not lead to any confusion in the public's mind as to whether advertising "literature" is on the exact par and importance with creative literature. This would be unfortunate. As has been so ably pointed out by Arthur Machen in his "Hieroglyphics," our language provides only this general word 'literature' to cover everything from political propaganda and advertising promotion to Don Quixote and Homer. Except, however, in moments of high emotion at ad men's gatherings this confusion between literature and "literature" is not likely to occur.

There is one other thought that comes to mind with the announcement connected with the fact that there is a special award for scientific research in advertising. In this connection, research into the exact relative commercial importance of the manufacturer and the advertising expert might be undertaken. The planners for book advertising are not likely to be confused as to the relative importance of H. G. Wells, author, and Robinson Jones, advertising expert, but there exists a general impression that such confusion as to fundamentals *does* occur often in the minds of ad experts handling some other lines of merchandise. Scientific research might establish the fact that inventor and manufacturer should share with the advertising man the credit of sales success.

It is important, incidentally, to the book-trade to find that there is a special award for typographical excellence. It must be ad-

mitted that advertisers have done much more than publishers for increasing public attention to the value of good typography and in encouraging study and design in this field. This has, in some cases, led to the idea that all types suitable for display are also suitable for books, which is not the case. But on the other hand the makers of books are not the only people who have a right to judge of type excellencies, and it is to be remembered that our alphabet, developed from varying sources and Roman monuments rather than from Roman books, has been the inspiration and standard for type design thru the many centuries.

Serving the Players

ALMOST every city has its groups of amateur players, as has every college and school. To serve these groups with information about the plays available is part of the responsibility of the bookstore, and a mass of good material in the way of amateur plays is now available that did not exist in print ten years ago. There are several good indexes to plays such as the new one from Stewart Kidd, "One Thousand and One Plays" edited by Frank Shay.

The New York Drama League has taken an important step forward in getting public attention to the importance of amateur dramatics by starting a competition among clubs, those around New York having put spring. The attendance at a big New York theater was large and the interest keen. It is expected that similar tournaments will be held next spring in Chicago and Boston as well as in New York.

The New York Drama League from its headquarters at 29 West 47th Street, the location of its bookstore, is also extending its information service to libraries, and its calendar, which is sent to subscribing members in many parts of the country, gives valuable announcements and information about plays.

SNOW AND FROST

WE CANNOT praise Mr. Snow's poetry any better than by saying it suggests the work of Robert Frost. It is quite fitting, however, that Snow should follow Frost.

The mere fact that Keith Preston has already made that joke doesn't trouble us a bit.—Walter Prichard Eaton in *Judge*.

Reviewing by Radio

By Grace Isabel Colbron

BOOK reviewing by radio resembles syndicate reviewing in that it is a bolt into the blue...literally. You do not know nor see your audience and it changes each day. You are told that you are talking to possibly half a million people, but you have no tangible evidence of them.

Critics of stern artistic conscience assert that syndicate reviewing is useless, or, at least, absurd. They claim it has value beyond that of merely advertising the name of the book. Undoubtedly

they would say the same about radio reviewing. Experience has taught me, however, to believe that both syndicate and radio reviewing reach, interest and help a vast number of people who are not as much interested in the reviewer as in what he or she has to say. Radio brings more of the personal element of course, thru the use of the human voice. And both syndicate and radio reviewing force the reviewer to deal largely with the sheer humanity of the book, after all its one true lasting quality. For only by emphasis of this sheer humanity can the immense and widely scattered audiences, reached by both forms of work, be held and interested.

I saw the possibility of the radio for book reviewing and decided to put it to the test. I claim pioneer right to the particular form of reviewing which I do, altho others have taken it up. There have been "Literary Evenings" and "Authors' Talks and Readings" from several big stations for some time. But I give a chatty simple talk about the book, keeping a standard of values in mind, but remembering always the wide appeal of the underlying humanity in it. Criticism that is constructive can be intermingled with a narration of contents in a way to interest all kinds of listeners.

To do this, however, the radio reviewer must have not only a knowledge of books and values but the trained voice of the practised speaker. And what is equally important; the knowledge of phrasing a sentence so that it "speaks well" and catches the ear...a very different matter from catching the eye in print. They tell you at the station "oh, just speak in your usual conversational tone". Then,

when the average woman with a soft voice, cultured, possibly, but wholly lacking in vivacity follows this advice, the radio men say that women do not register well. The trained speaker recognizes the fallacy of the "usual conversational tone" theory, puts on the distance-gears and then the radio men say, as they did to me, "It is rare to find a woman who registers so well over the wires as you do."

They do not know why themselves.

The radio is the wonder of this troublous age. To my mind it will restore the lost art of listening.

Americans certainly, what with the pictures, the big

signs, the screaming headlines, do not seem to find any use for their ears except to dodge coming automobiles. The Eyes have it all their own way. But now several million people sit for hours listening at their sets...a most inspiring thought. It may soon become worth while to write good dialog in our plays.

When I decided to try the radio, not merely to advertise myself as a speaker, but to talk about books, always my first and dearest love, I found interested and helpful co-operation both from the big stations and from the publishers. The idea was new to both parties but most of them were willing to take a chance. At my first talk I had a real case of stage fright...and this after years of the most trying sort of public speaking! But a speaker depends so much on the audience for inspiration. It is unnerving to talk into a funny little pillbox hanging on a well-sweep, with never a human eye to catch...with no tangible audience except a busy young man hurrying to and fro on many errands.

Then, next time there were several people in the studio. That helped. Letters began to come in; I listened to other speakers myself, thru the receivers...little by little I began to visualize my audience. Now I feel quite at home with them, and my work is much easier and more natural. There was an amusing element in my realization of the widely differing sorts of hearers. In the stations they warn you of the many jazz and comic-monolog lovers. And I knew that several of



the publishers' were listening-in to hear what it was like. I felt that I had to please them both.

The hardest thing I had to do was the written summary of my talk which the stations demanded at first. Such summaries are supposedly sent to the Chamber of Commerce files. There is no more annoying duty for a speaker accustomed to extempore talks than to write down what is to be said. We never say what we write, but at least it gives the gist of what we think. Then I considered it my duty to send a copy of this summary to the publishers who did not listen-in. But there was the horrid thought that, if they had not listened-in, they might judge it as they would judge a written review and wonder at my "jazz" style!

As to the choice of books,...I thought that matter more important than it is, at first. My arrangement being in the nature of publicity work, still allowed me freedom as a reviewer. Some publishers had definite ideas about the sort of books they wanted handled. Others left the choice to me. Some were ready to risk the most ultra-modern "highbrow" material, others thought simpler novels, or "thrillers" would most interest the mixed audiences of the radio.

And right here is where I learned a new point of view. Radio "fans" have a very pleasant way of writing you and telling you how much they enjoyed your talk, asking advice about books, asking where to get the books you speak of, and sometimes even enclosing stamped envelopes for your answers. It is delightful, intimate, and very flattering. Sometimes they write or phone to the station, other times they write to me direct care of the station. Sometimes they write to say they like the talks and hope I will continue them. Other times they are interested in some one particular book.

Here is where the surprise came in. The books that got the most response, that brought out the most interesting and most interested letters,...and the greatest number of stamped envelopes for reply, were not the popular novels, nor the "thrillers" but the useful and instructive books...and one book which is both, altho it has been in the forefront of public attention for other quite different reasons.

A book on "what to eat," sensible, modern ideas on choice of foods which interested me personally very much, seemed also to interest my hearers. I gave that talk at what is known as the "luncheon period," two or two-thirty. And I received a number of letters, asking more information and enclosing stamps for reply, letters from business men written on office stationery. I thought I was appeal-

ing mainly to women at that hour and had emphasized the reducing and health-giving qualities of these sensible diet suggestions! Oh well, men see the point of that argument, from common-sense reasons, quicker than women, sometimes.

Then there was a book on Easy House-keeping. That interested just the sort of women to whom the book appealed, the business women who runs her household as well. And altho that, too, was discussed at the luncheon period, these tired business women seemed to have been listening.

Several other books of useful practical content received the same attention. And the other book of which I spoke was "A Young Girl's Diary." When its courageous publisher asked me if I would speak of it over the wires I agreed readily, as I considered it a useful and important book. I told my unseen hearers that it was not a book for young girls, as it would bore them to death, but that it was a book all mothers and guardians or teachers of young girls should read; and the letters I received were from just such people as ought to read it.

Friends write or phone, but the letters from the unknown listeners are the most delightful feature of the radio work, and they show how many people do listen and are interested in what is said about books. I feel like a successful "colyumist" sometimes when these letters come in!

It is a great mistake to believe that all radio fans are the sort who prefer jazz, or the comic monolog. Not only do many people of developed intelligence spend hours at their sets, but the radio is the salvation of isolated homesteads, farmhouses, even logging camps, sanitariums...places where there are people hungry for news of the outer world, trained minds, or cruder ones eager to learn. Just as with the pictures, which at first appealed to a lower order of intelligence only and now discover the need of a better and finer grade of play, so do radio programs, by the changes this past season has made in them, reflect the growing demand for a finer and more artistic type of offering. They reflect the desire of the listeners to be put in touch with leading thought of the day, with news of the busy mart along all lines with the whole wide world.

I believe that the Radio will more and more prove its utility as a medium of book discussion. And not so much thru the medium of author's readings, which are frequently disappointing when one cannot see the author and he or she does not read well,...as thru the medium of entertaining chats about the new publications, novels, poetry, essays, and books of useful information.

Twenty-Five Years Ago in Fall Announcements

TO LOOK over the list of publishers' advertising in *THE PUBLISHERS' WEEKLY* twenty-five years ago is to bring up many memories of firms now gone and to call to mind many publishing events that still have a pleasant fragrance about them. Of a list of firms that advertised in the Fall Announcement of 1898, twenty are now out of existence. No more than double that number have since been added. There have been also several changes in firms, such as the merging of John Lane's American interest with Dodd, Mead & Company, the merging of Lee & Shepard with the Lothrop Publishing Company, the changing of Doubleday & McClure Company to Doubleday, Page & Company.

Several houses of those days will be remembered most pleasantly by those who bought books from the publications of that period. Among them, one of the first to be mentioned should be Copeland & Day of Boston, whose short life on Cornhill left behind many books of beautiful make-up and discriminating selection which are still watched for with interest in the second-hand shops. Among the books bearing their imprint that all were poems of Louise Imogen Guiney, interest in whose writings has been recently revived. Another list of great significance was that of Herbert S. Stone & Company of Chicago, successors to Stone & Kinball. Their books of 1898 included a novel by Henry James and one by Harold Frederic, a book by George Ade, one by William Allen White, Octave Thanet, Hamlin Garland, George Gissing, to mention but a few. Another long list bore the imprint of Lamson, Wolfe & Company of Boston. Over their names were poems by Clinton Scollard, General Joe Wheeler's book on "The Santiago Campaign," and many others. R. H. Russell of New York is another imprint of pleasant memory, and few in the trade will forget how the Gibson books of that day sold, and in that same year appeared the first of Albert Bigelow Paine's "Hollow Tree" stories, an edition of "Cyrano de Bergerac" and many handsomely printed books.

A rather different type of publishing effort is called to mind by the listing in 1898 of Stoddard's "Glimpses of the World" published by the Werner Company of Akron, Ohio, and Napoleon—Corsica to St. Helena." These books had an enormous popular sale thru the bookstores and led to the conception by the Shuman Company of the possibility of publishing a set of Stoddard's "Lectures," which was one of the outstanding publishing successes of recent years.

The announcements for that year of Henry T. Coates & Company included books by Castlemon and Ellis, but, for that matter, their announcements for many years back had always included Castlemon and Ellis. Coates & Company had been the successor of Porter & Coates, and, in turn, was succeeded by John C. Winston & Company. The name of G. W. Dillingham Company brings to mind books that were the inevitable stock of every bookstore for many years, but which, once gone, have needed little resurrecting—Mary J. Holmes, Augusta Evans Wilson, Marion Harland, etc. They were the prototypes of books which today are better manufactured and obtain even wider audiences. Dana Estes & Company had a large fall list of children's books and old standards in holiday form.

A long list of announcements from H. M. Caldwell Company of Boston bears testimony to the popularity of reprints of English standard non-copyright books. The list included a popular fifty cent library that to some extent paralleled Burt's *Home Library*. A New York firm now almost forgotten was M. F. Mansfield & Company, which was active in reprinting uncopyright Kipling books, but whose life as a publisher was brief. Another almost forgotten name was that of the New Amsterdam Book Company, and many very creditable publishing efforts bore their imprint. During that year, they published "The Cathedral" by J. K. Huysmans, South Sea book by Louise Becke and Austin Dobson's "Life of Hogarth."

Robert Clarke Company of Cincinnati has been succeeded by Stewart Kidd. DeWolfe, Fiske & Company have left the publishing business, confining their interest to retailing and wholesaling. E. & J. B. Young & Company have disappeared. W. R. Jenkins of Sixth Avenue was an active publisher and retailer in foreign books, textbooks and medical books. Both Cassell and Routledge have given up their own New York agencies, the former now being largely handled thru Funk & Wagnalls and the latter thru E. P. Dutton & Company.

Many new publishing enterprises have developed in this last quarter century, some so well established that it seems hard to realize that they have not been always in the field—George H. Doran & Company, has begun since the turn of the century, B. W. Huebsch, A. A. Knopf, Inc., Duffield & Company, Boni & Liveright, R. M. McBride & Company, Harcourt, Brace & Company, Cosmopolitan Book Corporation, Marshall Jones Company, Atlantic Monthly Press, Thomas Seltzer, to men-

tion first those in the field of general publishing, Dorrance & Company, Nicholas L. Brown, Covici-McGee, Lieber & Lewis, M. J. Brimmer & Company, and Chelsea House.

It is hard to realize how the book-trade got along without the reprints, and yet the firm of Grosset & Dunlap was not among those publishing in 1898, and the reprint side of A. L. Burt Company had not developed, and the great outlet for children's series of Cupples & Leon was not started, and the energetic firms of Reilly & Lee and Barse & Hopkins belong to this quarter century, as well as George Sully & Company and E. J. Clode, and Macaulay Company.

The field of children's books has seen the addition of Volland & Company and of John Martin and Milton Bradley Company. The business book field had not begun twenty-five years ago, and we now have the big output of the new firms of Ronald Press and of A. W. Shaw. American university presses have grown to large size to supplement the activities

of the famous English presses—Princeton University Press, Harvard University Press, Yale University Press and the University of Chicago Press, to mention those carrying the largest lists today. The former roll of religious organizations has been supplemented by the Association Press and Womans Press, and some of the old houses are using new names in order to avoid the undeserved stamp of sectarianism.

Such summaries indicate how completely any losses of the past have been offset by tremendous gains in this century and how publishing has diversified as it has expanded. There are few manufacturing industries in which the names of the makers are as closely and continuously identified with the product as in the publishing field, and publishers and booksellers will find much that is informing and suggestive in the study of the growth and development of the publishing houses, their distinctive characteristics and peculiar individuality.

Making Good Books Nationally Known

THE EXHIBIT of fifty finely printed books which was first shown at the rooms of the American Institute of Graphic Arts in New York, is now on display in Boston at the Public Library. It is expected that from there it will travel thru different cities, and, after twelve months, be followed by another exhibit of fifty books made from the next twelve months' production. The American Institute expects by such exhibits to stimulate a wider interest in good book-making. Such a plan, regularly carried out, will have, without doubt, very far-reaching results.

It is not enough that we have leaders in printing or that occasional fine books come from the press, but for real encouragement there needs to be a widespread interest in the subject, so that the most careful productions can have intelligent criticism and discriminating reception and become financially possible thru sale. In a group of fifty books, there is opportunity to represent varied types of production, so that they do not need to be looked at simply as notable examples but really representative books which can be studied with profit by anyone interested in books or planning to produce books.

In connection with the Boston exhibit, David Silve, W. Arthur Cole and Burton Emmett have prepared an attractive leaflet giving detailed specifications of the books printed. The Boston *Transcript*, in commenting on the collection, has made summaries of these specifications showing how many are machine and how many hand-set and what the type fonts are which have been chosen. A very heavy

predominance of Caslon is, perhaps, to be expected, but is still surprisingly large. Of the papers used, twenty are hand-made and thirty machine-made. The *Transcript* says:

"This catalog prepared by Mr. Silve contains a vast amount of information in small space. It gives the name of the exhibitor, who is also the publisher unless otherwise noted, with the specifications of type, paper and binding which enter into the making of the book. The types used in the different books are shown herewith:

MACHINE SET	HAND SET
Caslon 11	Caslon 7
Bodoni 3	Kennerley 2
Scotch 2	Oxford 2
Cochin 2	Dutch XVII Cent- ury 1
French Oldstyle... 2	French Oldstyle .. 1
Century 2	Goudy Antique ... 1
Garamond 1	Garamond 1
Orig. Oldstyle Ro- man 1	Orig. Oldstyle Ital- ic 1
Suburban French.. 1	Imp. French Goth- ic and Cursive .. 1
Franklin 1	Mountjoye 1
"Modern" 1	Inkunabula 1
Various linotype faces 1	Caslon and French lettre batarde .. 1
	Walpole Italic 1
	Private Face (Dard Hunter) 1

"That the majority of these books should be of machine composition is likely to surprise the visitor who notes only their general appearance of beauty as shown in the type faces used.

"Coming to the matter of papers used in the manufacture of these books, there is a similar variety.

MACHINE MADE PAPERS.

Wove antique	9
Covenant Book do..	2
Laid antique	3
Canterbury do ...	1
Old Stratford do..	1
Mellow Book do..	1
Aldus do	1
Blandford do	1
High finish coated	7
Alexandra Japan..	3
Art Mat	2
Mukuroko	1
Normandy vellum..	1

33

HAND MADE PAPERS.

Fabriano	4
Arches	2
Rives	2
Whatman	2
Kalmar	2
Van Gelder	1
Glaslan	1
Tovil	1
Deckle D'Aigle ...	1
Holland	1
Little Chart	1
Special water-	
marked	1
Special (Dard	
Hunter)	1

20

Various wove and laid papers used in the Linotype Manual.

"Here are machine-made papers used in thirty-three of the books shown and twenty

in which hand-made papers are used. Those who have believed that hand-made papers were essential to the production of beautiful books will be surprised at the results obtained by the use of machine-made papers. Paper-making has now reached a stage of perfection in this country which enables the manufacturer of books to put out his product in a cheaper material than hand-made paper without appreciably lowering his standard of work. It is the perfect adaptation of paper to the use to which it is to be put that makes a variety necessary, and there are now machine-made papers available for almost every conceivable kind of printing.

"The names of the exhibitors, printers, designers and illustrators of these books constitute a roll of honor. Bruce Rogers and Daniel Berkeley Updike, two of the world's greatest typographers, head the list, the former having seven books designed or printed by him and Mr. Updike four books in the exhibition. Three books are designed by Fred W. Goudy; three are printed by Douglas C. McMurtrie, and among other individual printers and designers are such noted typographers as Fred W. Goudy, William Dana Orcutt, Thomas Maitland Cleland, Carl Purington Rollins, O. W. Jaquish, Frank Fleming, Henry Wysham Lanier, Edwin and Robert Grabhorn, Walter Gilliss, William A. Kirtledge, John Henry Nash, Will Ransom and others

Watching Bookstore Figures

Suggestions for Keeping Track of Fall Business

THE FOUR months that supply the most interesting and important figures for the bookseller are just ahead, but it is only the careful business man that can, on January 1st, go to his desk with confidence that his stock and bank balance are both in the condition that gives genuine satisfaction. It is a poorly established and poorly managed bookstore that cannot do a large business in this year-end period, but there are all too frequent cases when the result of this effort is shown in stock left on the shelves. This is a disadvantage to the bookseller, because the investment in it misrepresents his profit, a disadvantage to the publisher, for it prevents his collecting money due and making new sales, and a disadvantage to the public, because it finds the store occupied with clearance over too large a number of weeks.

January following this busy season, is one of the best bookselling months of the year,

but the store is unfortunate that has to spend all of that period in selling what it needs to get rid of rather than that which the public is hungry to buy. If the bookseller is to have a normal stock inventory on January 1st and be ready for vigorous replenishing and for purchasing of new titles, he will need for each passing month a thoro insight into his stock on hand, purchases and sales, and be able to prophesy with reasonable accuracy the exact effect of the active days between Thanksgiving and Christmas. To have such control is to be able to meet reasonable needs, is to prevent stock shortage in December, and, on the other hand, to avoid being stampeded into hasty and delayed purchases which reach the counters too late.

In order to visualize one method of keeping the figures, the statement below is made up to show four month's activity in a book business of \$60,000 a year.

THE FOUR FALL MONTHS OF BOOKSELLING

In a business of \$60,000 a year

STOCK ON HAND SEPTEMBER 1st. (From estimated inventory)	\$9,375
Invoices of September (Including expense of transportation)	\$6,347
September sales \$3,830. Average disc. 36%.	Cost \$2,451
Clearance sales, \$114.	" \$103
	\$2,554
STOCK ON HAND OCTOBER 1st	\$13,168
Invoices of October (Stock, special orders and transportation)	\$4,476
October sales, \$5,200	Cost, \$3,328
Clearance sales, \$108	" \$98
	\$3,426
STOCK ON HAND NOVEMBER 1st	\$14,218
Invoices of November (Stock, special orders and transportation)	\$3,919
November sales, \$5,200	Cost, \$3,328
Clearance sales \$52	" \$47
	\$3,375
STOCK ON HAND DECEMBER 1st	\$14,762
Invoices of December (Stock, special orders and transportation)	\$2,537
December sales \$11,500	Cost, \$7,560
Clearance sales \$130	" \$117
	\$7,677
Average stock thru 12 months \$12,000	
Turnover 3.20	

EXPENSES AND PROFITS FOR FOUR MONTHS

Stock on Hand September 1st	\$9,375
Purchases in 4 Months	\$17,000
Transportation to Shop	\$279
	\$26,654
Total Sales	\$26,134
Stock on Hand January 1st	\$9,622
Cash Discounts Taken	\$100
	\$35,856
Gross Profit 4 Months	\$9,202
Expenses 4 Months	
All salaries and drawing accounts of owners	\$2,400
Rent, 1/3 of year's total	\$1,000
Heat and Light, 1/3 of year's total	\$80
Advertising	\$500
Postage	\$200
Supplies and Stationery	\$152
General Expenses	\$500
Deliveries	\$550
Insurance and Taxes 1/3 of year's total	\$200
Bad Debts	\$100
Depreciation, 2% on total sales	\$520
	\$6,202
Net Profit for 4 Months	\$3,000

Notes and Comments on the Foregoing Tables

1. Most bookstores take actual inventory once a year, and the accuracy of the estimated inventory depends, first, on the accuracy of the estimation, of the average discount received on the books sold. This estimated discount should be corrected each year after the actual inventory gives a check on the accuracy of last year's estimates.
2. Most authorities on accounting recommend that transportation be reckoned as part of the cost of the goods, not as an expense. If books coming by mail include this charge on their invoice, the addition of all freight and express to the merchandise account would give the right total. The receiving department should not be allowed to confuse postage and expressage paid on packages going out with the incoming totals.
3. At the time of annual inventory, all goods that are billed and on the way should be reckoned in the total, but in the reckonings of each month it is probably not necessary to go beyond the totals of the invoices actually checked in and passed to the bookkeeper.
4. The buyer should have careful record

of outstanding orders for new books, so that current purchases will not total more than the probable sales over the period. The keeping watch of this matter is one of the most difficult and most essential things in fall buying. Without care and system the early placed stock orders which come to hand in October and November supplemented by necessary reorders of books that have had good sales headway, bring the stock on hand to a total that cannot be cleared by January.

5. Allowance in estimating the total of a coming month's purchases, must always be made for special orders and reorders of books which suddenly take the lead in demand. No bookshop or book department can stock itself on October 1st to cover all its needs. There must be a margin for quick meeting of new demands.

6. December sales are often about twenty per-cent of the whole year, and these sales are concentrated in the first three weeks. The ability of a store to obtain the greatest possible volume at that time will depend on its reputation in the community, on its preparedness in store machinery and on its ability to meet the demands for books wanted.

Stocking the Book Store

From the Bulletin of the "*Maison du livre Francais*," August 1923. This Lecture Was Given by M. Marion of Besançon Before the Bookselling Course in Paris.

MANY believe that sales are all that matter in bookselling. If one accepts that point of view, very simple indeed and essentially utilitarian, then the best bookseller would be he who sold the most books. However practical this opinion, I do not hold with it, and no bookseller is so shortsighted as not to feel that it falls short of the full truth. Nevertheless, it is most interesting and very well worth while to study ways of selling and the modern methods which have been worked out by practical bookmen and developed each day under actual circumstances.

If one believes, as many do, that the bookseller is above all a man who knows books, one is forced to consider questions of technical information as of a paramount importance. Bibliography, its usages and its methods, becomes one's main preoccupation and obscures the other sides of the profession. But on the other hand, is not the bookseller, most of all, the kind of merchant who will give to the books he knows and likes the proper housing and the necessary display to fulfill his function of showing and distributing books to his clientele?

The fact, therefore, of selecting and keeping up a stock of books is what distinguishes

the bookseller from the numerous kinds of dealers, agents (modern types of the book-hawkers of former days), whose sole object is selling, and also from the amateur book collector from whom Bibliography has no secrets, but who does not take the risks of a dealer, remains on the outside of the business and has no trade affiliations.

The fact that he selects and maintains a stock characterizes the bookseller. *No stock, no bookstore!* Do not be surprised at so paradoxical a formula, since there are people who do not get its meaning. I could give you recent examples of that point. The manner of selecting and keeping up this stock, this is what ranks the bookseller among his fellows.

And we now arrive at the questions which are assigned to this lecture of this course: namely, how must the nucleus of the stock be chosen and how is it to be kept up? These two questions are the object of our study. Tho thus limited, our field is still great enough to permit us to cover important ground. I shall try to give you something to think about as to principles rather than to point out exact practice.

How must the stock be chosen? The question thus asked does not call for a direct reply. You do not expect me to draw up a list of titles for the stocking of an average bookstore, as one might do in the case of an apothecary shop or grocery. There is, indeed, the greatest variety in the types of our shops, and it is better so. No formula can be given, no laws can be laid down to prescribe what the bookseller shall select; and no course in bookselling would pretend to change this state of things because the infinite wealth of material and the infinite diversity of human personality are the great and outstanding factors to be considered.

Booksellers and Culture

The personality of the bookseller is the first thing to look for and to hold fast; his taste, his point of view, his ideas, his ways, his training in any direction, his work, his reading, all these will have moulded him to what he is. This being the case, I can suggest one answer: your stock will be what your personality makes it, and, as this is so, it is worth while to try to analyze the elements of this important thing personality, and to estimate in what degree we can shape it in the course of an apprenticeship which lasts, in truth, all our lives. These elements, as I see them, are of an intellectual and moral order, I include also those of technical and professional kinds, and I do not forget those of a practical or commercial sort.

I am calling the element of intellectual order general culture. Is this the privilege of the elect? Indeed, no! Of course, such scholars and professors as go into the book-trade under the fascination of the intellectual side of the business and the joy of living in the enchanted world of thought and imagination enter the trade apparently favored by their years of general study; but it is fortunately not necessary to possess titles and degrees in order to claim culture enough for the practise of your trade. Would you count as nothing the simple fact of being surrounded by books? No one, whatever intellectual baggage he has to start with, is better situated than the bookseller for acquiring that moderate amount of knowledge, that aptitude for acquiring judgment, that curiosity about things of the mind, that sureness of taste and that sense of beauty that is meant vaguely by the word culture. That real kind of culture is within our reach if only we have the constant incentive to want it. Whatever books your business obliges you to handle, arrange, take care of and sell, open them, read them and criticize them. By their tremendous success with readers or their repeated failures to gain them, who, better than we, can observe the life and merit of those

authors whom the publishing trade has offered or is offering to the public with more or less noise or skill, authors whom history has already classed or contemporaries are even now judging?

I find in these daily exercises in observation the most pleasant training. What are these "*Causeries Françaises*" if not the easiest and most agreeable means of culture? Where is the school that combines a care for precise documentation with the most charming view of literature—It is the school of the booksellers! Where is the student whose teacher takes the trouble to show him literature in its living form, not for the empty end of learning, but with the simple desire of showing the inexhaustible fecundity of art?—It is the student of bookselling for whom already the forms of a Hugo, a Stendhal, a Musset have been called forth and live on of themselves in editions that posterity each day makes more beautiful.

Let no one speak to me of the ignorant bookseller. If there are any such (and there are so much the worse!—Worse for us who have at heart the holding of our organization up to its proper level and who regret having to deal with such lamentable competitors, much worse for them who, sooner or later, will pay the price of their mediocrity. It is enough to know that we have in our hands every means for putting ourselves into the rank of the élite where we ought to be.

Technical Learning

A second element for the bookseller to cultivate in forming his personality is technical learning. Nothing which touches the book and its art should be unknown to us. Bibliography, properly speaking! It goes without saying that this should be the object of our principal absorption and indeed, this special memory builds itself up little by little and becomes enriched from moment to moment, directed by a wise method and aided by the judicious use of perfected instruments. Daily practice produces of itself the desired results. But by the side of that, can we ignore without detriment the history of the book? It is a particularly engaging object of study, and one which will require of you personal research, the small effort without which our knowledge is nothing but memorizing.

Go back over the years. Call up the names of publishers of the past; their figures, for many of them deserve it; their work; gone today into the vast domain of the second-hand book-trade. Try to get hold of them,—these books which the former centuries made so beautiful for so little money, and compare them with the products of today. Try to make for yourself the traditions, the joining of this

ing to that, the laying hold on the essential the innovation and understanding what it that should remain unchanged in order that books shall be beautiful.

Do not neglect popular sale in your judgments. Seek for the causes of the vogue of books; analyze, if you can, the caprices of the fashion in like things, at any rate, follow that movement as you do others, in so much as it is a form of life and because it shows in some manner the variableness of human curiosity.

Without touching further on typography, engraving and binding, it is within my rôle to tell you the importance of exact knowledge on these questions. I should be very sorry to fail to point out to you in this connection Mr. Thibaudeau's remarkable book on printing types. So attractive a handbook teaches without tiring. The infinite variety of typographical design charms us and has, for us who consult it without the idea of making use of it, its full value of artistic education, not too much but just enough to allow us to form our judgment and to criticize a book.

I now come to the examination of the moral element in the bookseller's personality—the professional conscience; and I think I may be allowed to say something to you about this all-important question of which you will hear more. It is one that you will never exhaust, and I should like to hope that you will give enough attention to think about it occasionally. The present moment shows us that the sentiment of the profession has broken definitely with the commercial selfishness which had resulted, so far as we are concerned, in the lamentable result that the book had become a depreciated object of a profitless business. Let us not allow events to develop further without trying to understand them.

Different Sort of Competition in Book Business

When the war was ended, two national Book Conventions were held, out of which came ideas of co-operation that were unknown before the war. That fact is worthy of noting, the professional feeling is in it,—new developments are coming almost every moment.

The establishment of the *Maison du Livre Français* is another positive fact pointing to the power of these same coöperative ideas, as is also the considerable undertaking of the *Chambre Syndicale des Libraires de France*. We all must work together in this and train our consciences in regard to the divers questions of the corporate problem.

The book is merchandise but merchandise of a peculiar dignity. The characteristics of its business are such that the bookseller can

not and *must* not speculate in its price. Competition, therefore, does not act in its usual way here, but along different lines. Experience has proved that price maintenance safeguards at the same time the dignity of the book, that of the bookseller and that of the customer. A scrupulous honesty in business dealings is, therefore, obligatory and only the professional organization has the power and the means to create and impose it. A careful cultivation of our conscience leads us to respect the book scrupulously and maintain with our colleagues relations of the most perfect courtesy, and this is not a small thing.

Rôle of Real Bookseller

A bookseller who cared nothing for his store organization and the practical results of his enterprise would be, it is true, a sad man of business. I am taking care, therefore, not to forget this element of our education. I shall not dwell upon the psychology of handling customers, but remember this:—the bookseller does not have to be their slave and he can be their guide. No one today disputes the rôle of the real bookseller, and it is more and more the custom with publishers to send customers to the booksellers. Here also is an application of those new ideas of which I have just spoken. The publisher is the agent of book-production; the bookseller is the selling agent, and he should be the only selling agent. This return to specialization is absolutely in conformity with the principles of political economy. It is this rôle of distributing agent that justifies the right to discounts and a remuneration that strict justice should proportion to the effort made and the coöperation effectively given. In any case, these practical considerations on the possible profits of the business are neither superfluous nor negligible. One should never tire of studying them and assigning them the important place they deserve.

After these statements you will realize that the personality of the bookseller is made up of a mixture more or less learned, an amalgam more or less conscious of these different elements. You have concluded already that your duty is to bend your energies toward the furtherance of the general ideas and the superior views that distinguish the conscientious bookseller. If this fine theoretical knowledge, this delicate taste, this feeling for letters be not enhanced by the practical sense, it is in vain that your shelves are garnished with the most precious bindings and the rarest editions: you will be nothing but a collector and your shop, be it a salon, could not succeed.

If, on the contrary, the desire for gain is your only care, your selection will show it, and customers will look in vain there for

works of science which, as everyone knows, bring little or no profit.

The Perfect Equilibrium

Between mathematical and medical works the difference is, alas! hardly noticeable. I confess it requires a certain amount of disinterestedness to make for these books room that only their worth deserves. We need to have that quality in large proportion. But let us no longer hear this refrain: "We make so little out of books" — "Our specialty is stationery" — Then don't call yourself a bookseller and don't come looking for a place among us. Possibly you are going to allow yourself to disdain popular priced series in order to make room only for scholarly sets. Take care lest you alienate from your store that very interesting class of customers of popular taste that your taste might influence so beneficially. Perhaps, on the contrary, you may prefer to cater to the taste of a too jaded public and will neglect to attract the connoisseur by stocking the fine book that he seeks. May your years of apprenticeship be spent in realizing the perfect equilibrium; and when the moment comes, it will be without effort, automatically, in all confidence and with all chances of success that you will draw from the treasury of the book-trade the books for your stock. You will get nearer and nearer the perfect proportion, and you will approach closer to that type of bookseller whose development has no limits; you will, in any case, stand out more and more clearly from that ignorant bookseller,—selfish or parasitical—who, one may well hope, will be sooner or later excluded from a regenerated organization.

To Interpret Advertising

THE Advertising Club, of New York City, is preparing to hold in New York, the first Advertising Exposition ever given. This will take place November 12th to 17th at the Seventy-first Regiment Armory, Park Avenue and Thirty-fourth Street. Its primary purpose will be to interpret advertising as a marketing and inspirational force by giving the consumer a more intelligent appreciation of the part advertising has contributed, by education, to the standards of living in America, and how by broadening markets it brings the comforts and luxuries of life within the reach of millions.

The exposition will also visualize the economics and mechanics and the benefits of advertising, and will show, step by step, the broad and popular interest in advertising. The great floor space of the armory will be laid out along the most modern plans of handling

crowds and will have new schemes of decorations. In addition to the exhibit booths there will be space for every kind of advertising with a hall of fame where exhibits of commodities will also demonstrate what advertising has done for each. In other words advertising will be completely shown from the stone age to skywriting. Exhibits will be made by publishers, newspapers, agencies, printers and all the crafts contributing to advertising and its achievements.

The morning hours will be devoted to classes of instruction, and complete courses for the benefit of subordinates and others will be given. There will be talks by national advertisers, and in the afternoons and evenings addresses of significance by men prominent in various activities of the nation. An advertising review of animated trade-marks will be given on the stage, the book and score having been written especially for the exposition. The review will be staged and played by professionals.

Contests in the preparation of copy will be another feature, and prizes will be offered for the best advertising copy that will, in the most informative way, tell New Yorkers about their own city. All the speeches will be carried thru the building by amplifiers and broadcast by radio. Band concerts will also be a feature. Prior to the exposition there will be a city-wide show-window contest, in which every retail establishment in New York will be asked to participate. These will be reviewed by judges, and prizes given at the exposition. The officers of the exposition are:

Francis H. Sisson, vice-president Guaranty Trust Co., chairman; Roy L. Tomlinson, president National Biscuit Co.; Grover A. Whalen, Commissioner Plants and Structures, New York City; Gilbert T. Hodges, Adv. Director, Frank A. Munsey Co.; H. H. Charles, president Charles Advertising Service; E. St. Elmo Lewis, vice-president Campbell-Ewald Co.; Clifton D. Jackson, secretary Advertising Club of New York, and William J. Betting, Wynkoop-Hallenbeck Crawford Co., secretary.

LAIRD AND LEE have now in press a biographical memorial of the late President bearing the title "He Was 'Just Folks': The Life and Character of Warren G. Harding as Mirrored in the Tributes of the American Press." It is a biography in the form of a symposium of selected newspaper editorials on President Harding's career, achievements, and ideals. The compiler is Cash Asher, a California newspaper man and magazine writer.

Annual Awards for Good Advertising

Edward Bok Establishes Prizes Thru Harvard Business School

EDWARD W. BOK has founded a series of eight annual awards for the best newspaper and periodical advertising in the United States and Canada, according to an announcement made by the Harvard Graduate School of Business Administration. The awards will consist each year of a gold medal and \$8,500 cash prizes, and will be known as the Harvard Advertising Awards, to be administered by the Harvard Business School.

The awards are offered by Mr. Bok to encourage merit and stimulate improvement in advertising as one of the greatest and most important forces in modern life. To the end that truth shall be recognized as the factor of most practical value in advertising, the jury is instructed to lay particular stress on accuracy and fair statement.

The juries of award will be appointed each year by the dean of the Harvard Business School from among trained and experienced business and professional men who are considered especially fitted. It is the hope that the abler man in the advertising field may receive thru the Harvard award recognition similar to that given by the Pulitzer prizes in the kindred fields of journalism and letters. The first awards will be for the year ending Oct. 1st, 1924.

In a forthcoming article in *The Atlantic Monthly* Mr. Bok, in explaining his reasons for founding these awards, says, in part:

"Now, with returning prosperity, the volume of advertising is again not only large, but increasing, until we face the astounding fact that more than \$1,000,000,000 is spent on advertising in one year, divided, according to the plausible figures of an advertising expert, about as follows:

Newspapers	\$600,000,000
Direct advertising	300,000,000
General magazines	150,000,000
Trade papers	70,000,000
Farm papers	27,000,000
Electric and painted signs.....	30,000,000
Demonstrations	24,000,000
Window displays	20,000,000
Novelties	30,000,000
Posters	12,000,000
Street cars	11,000,000
Motion pictures	5,000,000
Programs	5,000,000
Total	\$1,284,000,000

"The day of the advertisement is certainly here.

"The world rewards the man who writes a poem or a book or who paints a picture in other ways than with the financial return which it brings to him. If the university can say 'well done,' to the writer of the editorial, the book, the poem, the play, would it not do much for the encouragement of another side of literature if the same encomium were given to the writer of the advertisement?

"It was this note that was struck last spring by the editor of *Collier's Weekly*, Richard J. Walsh, himself an expert writer of advertisements, in an editorial which came to my attention. The 1922 awards in the series of Pulitzer Prizes had just been announced by the trustees of Columbia University and the editorial aptly asked: 'Here are awards for the best play, the best biography, the best newspaper editorial, the best novel, the best book of poems, and so on. Why has not the time come for some one to encourage better advertising writing by offering an award for the best advertisement during the year?'

"There was the idea. The rest was simple. It was perfectly natural that, as it was fitting for Columbia University, with its School of Journalism, to offer awards for journalistic and literary endeavor, the mind should naturally turn to Harvard University, with its School of Business Administration, and its course therein devoted to advertising to offer awards for the encouragement of a better quality of advertisement writing and presentation.

"In other words, the recognition of the fact that the day of haphazard advertising is over; that the advertisement must, in its structural quality, be regarded as a unit of effective art and that thought in planning and execution must be an integral part of an advertising campaign. It is as a helpful factor in these aspects of the field of advertising that the Harvard awards are, to the extent of their influence, created and placed under auspices which ensure for them fairness of judgment and dignity of award."

The details and conditions for the award are set forth by Dean Donham of the Harvard Graduate School of Business Administration as follows:

The awards shall be under three classifications:

First—A gold medal will be given to the individual who is considered by the jury of award to have done most to raise the standards of advertising thru acts performed or brought to a culmination during the year.

Second—Three prizes of \$1,500 each for advertising campaigns or systematic research. These awards will be given for the best advertising campaigns and for the best advertising research which is believed by the jury to be of practical or scientific value. Only advertising campaigns which have been directed primarily thru the media of newspapers or periodicals may be submitted. These awards require submission of manuscripts.

(1) For a national campaign: This award will be given for the advertising campaign of the year which has come under the consideration of the jury of award, as the campaign most conspicuous for the excellence of its planning and execution which seeks publicity on a national scale or over a large territory for products or an institution.

(2) For a local campaign: This award will be given for the advertising campaign of the year which has come under the consideration of the jury of award as the campaign most conspicuous for the excellence of its planning and execution which seeks publicity in a relatively limited territory or in a single locality for products or an institution.

(3) For scientific research in advertising: This award will be given for the advertising research of the year which has come under the consideration of the jury of award as most conspicuous because (a) it has brought about economy or secured efficiency in advertising by producing information of general value in furthering the knowledge and science of advertising, or (b) it has reduced or precluded unwise and wasteful expenditure in a specific advertising program. Research connected with any advertising campaign which receives an award under (1) or (2) above will not be eligible also for this award.

Third—For distinguished individual advertisements: Four prizes of \$1,000 each for excellence in the technique or substance of particular advertisements which have appeared in established American or Canadian newspapers or periodicals.

(1) For the advertisement most effective in its use of English.

(2) For the advertisement most effectively accomplishing its purpose in a few words, with or without illustration.

(3) For the advertisement most effective in its use of typography.

(4) For the advertisement most effective in its use of pictorial illustration in any form.

A Holiday Catalog De Luxe

THE ANNUAL Catalog of Books, prepared by the American News Company for the trade, comes from the press this year handsomer in form and finish, if that be possible, than in any previous year. In its 360 pages, full quarto in size, are listed and described all the popular new books of the season, children's books—both the illustrated gift editions and those in series—a complete list of Popular Copyrights, toy books, cook books, Bibles and Prayer Books and other classes of saleable merchandise that is stocked in all well-balanced bookshops, and especially in department stores. The most striking feature of the catalog is the reproduction in full color of hundreds of illustrations from gift books and of the jackets of practically all the new fiction of the season. These pictures number more than a thousand and give a setting to the catalog that is not only fascinating, but fully informing to the dealer. There is a complete index of twenty pages containing nearly four thousand entries.

Record of American Book Production, August, 1923*

CLASSIFICATION	New Publications			By Origin			
				English and other Foreign Authors			Total
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	
Philosophy	16	1	2	16	—	3	19
Religion	44	—	26	65	—	5	70
Sociology	29	3	10	36	—	6	42
Law	—	—	1	1	—	—	1
Education	17	2	11	29	1	—	30
Philology	9	2	8	14	3	2	19
Science	20	3	25	45	—	3	48
Technical Books ...	23	4	5	28	—	4	32
Medicine	16	4	2	20	—	2	22
Agriculture	6	1	3	10	—	—	10
Domestic Economy.	3	—	—	2	1	—	3
Business	14	2	3	18	—	1	19
Fine Arts	10	—	1	5	—	6	11
Music	4	—	—	1	—	3	4
Games	4	2	3	7	—	2	9
General Literature.	18	—	5	14	2	7	23
Poetry, Drama	17	5	9	20	6	5	31
Fiction	34	31	—	53	9	3	65
Juvenile	33	5	1	32	3	4	39
History	19	—	3	11	1	10	22
Geography	20	3	3	16	1	9	26
Biography	12	4	3	9	4	6	19
Miscellaneous	5	—	5	8	—	2	10
	373	72	129	460	31	83	574

*In August, 1922, 354 new books, 50 new editions, 114 pamphlets, a total of 518, were recorded.

Is the Country House Library Doomed?

By James Milne

Reprinted From the London "Graphic."

THE Marquis Curzon of Kedleston, presiding at the eighty-second annual general meeting of the London Library on the 5th of July last, remarked that institutions of the nature of the London Library were taking the place which in the past had been filled by great private libraries. Lord Curzon declared that the country house library was coming to an end and for obvious reasons.

It was a very expensive and, to a certain degree, a selfish phenomenon. Further, the overwhelming mass of production rendered it impossible for a private collector to keep up with the books issued. The passing of the great private library was inevitable and right. What had been the joy of a limited few should now be at the disposal of the many.

Marquis Curzon's dismissal of the Country House library with a wave of the hand is drawing forth protests in defense of the collector, who objects to being called selfish because he cultivates his hobby.

The following analysis of the English country house library, its rise and fall, or rise and change, is reprinted from the September 1 issue of the London *Graphic*:—

Is the country-house library coming to an end? By it one means the library formed, or kept going, as part of the appointments of a stately home of England. The question has been put by a person as unrevolutionary, as little fond of changes, as Lord Curzon, the Foreign Secretary. He put it at the annual meeting of the London Library, a fine institution of which he is chairman and of which Dr. Hagberg Wright is the librarian. Since then the idea has been much talked about in book circles, but it has not been, as you would say "ventilated" in print. It very well may be, for it is a subject of far-flung interest and high tradition in our English life.

We know that in recent years many libraries associated with great English country-houses have been sold. Sometimes this has marked the end of a family line, and so been natural, if not absolutely inevitable. Oftener it has been an evidence of the strain which has fallen upon old families, especially since the Great War. Many of the literary treasures thrown on the market have gone to our kinsfolk in America, where rich men are keen on collecting books or pictures. We, in peaceful and well-to-do years, gathered literary and art trophies from all parts of Europe. Perhaps there has come to them, as to everything, animate or inanimate, a dispersal day

and it has been with us since Sir William Harcourt's famous Budget took a heavy toll of death duties.

A country-house to-day is faced with three possibilities, and one of them has to be taken and the others left. It may sell its library, it may carry it on without adding to it, and, therefore, with little expense, or it may improve it by the buying of new and rare books. What Lord Curzon meant, no doubt, when he suggested that the country-house library was coming to an end, was the last case. There are not many old English families, it is to be feared, who can afford to keep a library up to date. There is the cost, and even if that were not an obstacle, is the thing possible, having regard to the huge number of books published? It is an affair of ways, as well as of means, because money will never be everything.

It was easy to keep a country-house library going in the days when Dickens and Thackeray and the other famous Victorians were writing. The new books of real importance were comparatively few, and they almost selected themselves. My lord instructed his bookseller to send him everything written by the giants of the time, to have an eye for any new writer popping up with a book of quality, and, hey, presto! the business was done. The books came along as regularly as the morning milk from his lordship's home farm, they were unbundled by his librarian, if he had one, or, if not by his butler, and they were duly enshelved for an immediate or later reading.

The world of books, like the world of everything else, has changed mightily since then. Some ten thousand volumes leap forth every year from our publishing houses, and where they all go goodness knows. Perhaps, in many cases, it does not matter, but it is clear that such a stream of fresh literature would drown the old-fashioned country-house library. A well-equipped librarian would have most of his time occupied in selecting the books really worthy of places on his shelves. He would soon find himself crowded out, and, anyhow, one fine morning his employer would probably say, quite nicely but meaningly, "Is it really, the cost apart, worth while going on like this when the borrowing of current books is now so easy at the circulating and public libraries?"

You begin, when we examine the matter closely, to see that modern conditions are, in every sort of way, making against the coun-

Pro-
*
Origin
English
and other
foreign
authors
Imported
Total

3	19
5	70
6	42
1	1
1	30
2	19
3	48
4	32
2	22
1	10
1	3
1	19
6	11
3	4
2	9
7	23
5	31
3	65
4	39
10	22
9	26
6	19
2	10
3	574

tions.

try-house library. It wears an antiquated air, even beside the rest of country life, now dominated by the motor-car and rising families. Some of them are probably as much interested in books and libraries as the old English families were, conventionally, anyhow. In that case, they will take care of a library into whose possession they may have come, by rent or by purchase. If there was no library to possess they may start one, and, being energetic and able to be open-handed, they may make it a good library, in which case, let all the blessings for so amiable and admirable a venture be theirs.

Perhaps, however, it is safer to assume that a new country family will need time to evolve its library, because to simple human nature the joy of living is more attractive than contemplation over books. "Why," a man may quite fairly ask, "should I merely read about life, when I can live it? I can get adventure, romance, almost anything I like, so it's a second-hand business to just read about them." A lady does not even ask herself the question, but calls for her horse and rides out, or for her motor and runs up to London, on luncheon bent at one of the fashionable hotels. Who among us is to find fault with all this, and yet the human factors on which the future of the country-house library depends have to be borne in mind. You can never estimate possibilities at all unless you at least count them in.

We get, by one road or another, to this: that the conditions which made possible and made the country-house library of old, are passing away beyond redemption, and that, if it is to remain a charming English institution, it must be on new lines, with new people.

Even so, is its place, in the larger sense which is meant, not already taken by libraries accessible to everybody? Nowadays everybody reads, therefore everybody wants books and everybody should have them in the easiest possible fashion. A hundred years ago everybody did not read, therefore did not want books, and our intellectual people were really confined to the upper, middle and professional classes. There is not much evidence that donors of country-house libraries were in the habit of throwing them open to their neighbors. Book lovers are naturally jealous of their treasures, and with large collections, that might be selfishness, because the literary pasture was confined to a family and its immediate guests. It is lovely to have a library, but it is twice lovely to give others the use of it.

Somebody has frankly called the English country-house library of the old days a "selfish phenomena," in that it was knowledge

and beauty protected from any general use. One need not go so far as this, in coming to the conclusion that the public library of to-day is a much larger national asset. Among other things it is better equipped for modern needs than the typical country-house library was for the needs of its time, whatever these may have been. What was the literary joy of a few, is now the common right of anybody who wishes to read. So regarded, the passing of the country-house library is not a funeral march calling for black plumes and coronachs. It is an expression of changes which have come about in our life as a people, and those changes have been winged with the motto, "The greatest good for the greatest number."

It is nonsense to say, what you may hear somebody saying, that the going of the country-house library is the sentencing to death of the private collector. To speak thus is to mix up two wholly different matters, for, in its day of pride, the country-house library did seek to represent and follow English literature, while the private collector only gives heed to his own tastes. He is more numerous just now than ever he was, and when a real treasure comes into the market he falls over his own full hands in the attempt to secure it. We have, for a year or two, been witnessing a rather curious vogue for limited editions of old and new books of admitted name or quality. Have those high-priced publications, windfalls to astute publishers, been going into country-house libraries? Scarcely, not many of them, anyhow; but they have gone in bundles to the private collector.

There is another thing to remember; that in the country-house, as elsewhere, the woman is now the great reader. Is she to limit herself to books which a father or a husband might order for his library? Not a bit of it. She reads everything, anything, and the younger she is the more bravely she reads, usually, be it said, with benefit, as well as pleasure. A staid, settled country-house library does not go with the cultivated, curious, devouring woman of this Georgian time. Therefore she is not likely to help it, but, for all the disadvantages, there is no reason why it should not "carry on," probably in a modified form. A country-house without books is inconceivable, and a bedroom of such a house, which has not a quota of choice reading, is very near to barbarism. Our rising country families, since the new must apparently give place to the old, will surely take care that their homes are lit by literature, and some of them may even be depended on to give the ancient country-house library a fresh fame.

The Book And Its Film

Fortnightly News for Booksellers from the Motion Picture Field

History of American Revolution in Pictures

D. W. GRIFFITH, at the request of the National Society of the Daughters of the American Revolution, will undertake the production of a history of the American Revolution in motion pictures. Mr. Griffith states that the story can be made as "thrilling, as dramatic, and as appealing as any ever told."

"Black Oxen" Construction Problem

RANK LLOYD'S production of "Black Oxen" for First National is being undertaken on an immense scale. It is necessary, for instance, to reconstruct in the studios, the auditorium of the New York Metropolitan Opera House wherein the story opens.

A Serious Neglect

A GLANCE over the September 8 issue of *Moving Picture World* discloses two facts were of interest to the book-trade—the large and increasing number of books being produced in picture form and the astounding lack of prominence given to the author in the advertisements. *Moving Picture World* is the exhibitor's trade paper and it is important that the reputation of the author should be impressed upon him as forcibly as upon the public. In fact, it is more important, for if exhibitors in general are not favorably impressed with the possibilities of a picture it will not be shown and if it is not shown all the advantage of the author's name is lost, despite such efforts as may have been focused directly on the public. While this is but one element of consideration from the exhibitor's point of view it is one that should not be overlooked.

With the exception of the advertisements of three of Zane Grey's novels and Booth Tarkington's "Pied Piper Malone," an original story for the screen, the names of authors of prominence appear in such small type at the bottom of the page, or are tucked away inconspicuously in the text, that only with the greatest difficulty are they found at all. Authors so neglected in the advertisements of this one issue are Frances Hodgson Burnett, Arthur Train, Rudyard Kipling, Beulah Marie Dix, Richard Harding Davis, Emersonough, Julian Street, John Galsworthy, and Homer Croy. Incidentally, Croy was misspelt

"Cory." It is inconceivable why producers should be willing to pay enormous sums for the rights to novels by well-known authors and then throw away a considerable proportion of their purchase by failure to utilize the drawing power of the names.

Rights to Score of Harper Novels Purchased

HARRY A. SHERMAN, president of Sherman Productions, has bought from Harper Brothers the motion picture rights to twenty of the Harper novels. The first production will be a picture based on Basil King's "Let Not Men Put Asunder," which will be released in November. Others to appear within a few months are Margaret Cameron's "Cat and the Canary"; "The Rising Tide" by Margaret Deland; "A Successful Wife," by Marie Van Vorst and "The Fruits of Desire," by Will N. Harben.

"The three most important essentials in successful motion picture production," stated Mr. Sherman in making his announcement, "I believe, are: first the title from a box office standpoint; secondly, the story and author from a production standpoint; and, finally, the director who handles the visualization of the story for the screen."

"The Sea Hawk" Filming Planned

PREPARATIONS are already being made for the production by First National of Rafael Sabatini's "The Sea Hawk." No cast has as yet been announced but a production in suitable proportion to the popularity of the novel is predicted.

"Potash and Perlmutter"

FAMOUS thru 2557 appearances on Broadway, 6626 more on tour, 175 *Saturday Evening Post* stories, and book editions totaling 225,000, "Potash and Perlmutter" is now being shown on the screen. The Goldwyn production is well done. The original cast including Barney Bernard, Alex Carr, Vera Gordon, supported by Martha Mansfield, Hope Sutherland and Ben Lyon, insure interesting acting. Titles specially written by Montague Glass for the film production result in excellent captions. Such a film must renew interest in stories which have in years lost little of their just popularity.

Censorship under the Ancien Régime

From the *Bulletin* of the Maison du Livre Français

THE widespread notoriety that certain recent novels have attained, the trouble that their too great distribution among the public has caused, and the prejudices against French books in foreign countries resulting from their exportation, have made censorship again one of the most important questions of the times. It is certain that nothing should be neglected that will remedy these abuses, but censorship is disliked in France. Perhaps, considering the use that was made of it under the Ancien Régime, this instinctive distrust is only natural. Is it justified?

Censorship has existed in France since the very beginnings of printing. The ordinance of Moulins, 1566, read: "The printing of any book or pamphlet without our permission is prohibited." The privilege was accorded only to authors who had obtained the royal permission and this permission was given only to authors who had submitted their works to the censor.

A primary difficulty, in all questions of censorship, is to know what books will be approved and which condemned, to establish a criterion. The rules during the Ancien Régime were as severe as possible. Here is how the Avocat General Joly de Fleury defined them in a letter in 1768: "It appears that in the matter of censorship five things must be guaranteed by authors; 1, nothing which will harm religion; 2, nothing which will harm the authority of the King; 3, nothing which will corrupt the customs of the country; 4, nothing which will tend to disrupt the existing society; 5, nothing concerning religious controversies, about which the King has imposed silence."

The second difficulty is the obtaining of censors who will apply the rules decided upon. The censor could find without great difficulty professors of the Sorbonne, priests, lawyers, magistrates, doctors, scholars, and men of letters who would accept such positions, each in his special field. But nearly all of these men would be found in Paris and as practically all publishing is done in Paris and all authors live there one can easily imagine the compromises which would take place. If the censor were a friend of the author it is hardly to be expected that he would not give a favorable decision, and if he were a rival it cannot be denied that jealousy exists between men of letters.

It is interesting to note the judgements of censors of that period, as recorded in the National Library.

Some censors refused to approve a work because, tho very orthodox, it was too weak. Others objected if the work contained something that did not conform to the Laws of Moses, still others removed a *ma foi* and substituted a *morbleu* stating that religion is less offended by the latter word!

The abuses and imperfections of censorship were so manifest that during the eighteenth century almost complete freedom was allowed. Is not any system to be condemned if it is so out of accord with the customs of the country that it cannot be applied?

The Reviewer

HARRY HANSEN, in the *Chicago Daily News*, writes: "A correspondent who loves a good fight asks us why we do not 'pan' the rotten books' more often, and we have replied that not many rotten books are good enough to pan..... 'Panning' books is often only a sophomoric proceeding, the favorite sport of the novice in reviewing. He tries to square the world with his own feeble idea of what it should be like, and soundly berates any author who departs from his viewpoint..... When a really meretricious book comes along under a virtuous garb, preceded by hosannas and trumpeting, we shall tell our readers what it actually is; but the more common run of inferior books we shall ignore for our principal function as a reviewer is to lead our readers to something that will interest, instruct, amuse."

"A Particularly Good Picture"

A PHOTOPLAY guide issued by the National Committee for Better Films lists in advance of release, the most notable pictures of the month. These titles are marked to indicate the type of audience to which they are suitable and the particularly good pictures are starred.

There are six starred titles included in the list in the August "Guide." Four of the starred pictures are based on books and the other two on plays which have gained wide circulation in book form.

Thus the entire six are based either completely on books or on plays which have gained a wide popularity in book form. Still another proof that the best photoplays almost invariably are adapted from books.



OTHER RYAN WALKER CARTOON IN THE SERIES SKETCHES OF NEW YORK PUBLISHERS WHICH HE HAS DRAWN FOR THE NEW YORK "CALL"

Valuable Handbooks for Literary Workers

IMPORTANT guides to all books and material in the field of literature and of the English language are now coming out yearly under the editorship of A. C. Paues, representing the Modern Humanities Research Association. The volume for 1922, published Cambridge, England, and in this country by the PUBLISHERS' WEEKLY, has just been received. A few of the 1921 handbooks are available.

What the Association has attempted to do for its members is to winnow the entire output of creative literature during the calendar year and all the comment on such literature, whether in book form or in periodicals and studies and material on English language. Book and periodical indexes now cover this field in some ways, but there has not been before any attempt to bring the study of literature conveniently under one cover.

There are 3,000 entries in the new volume, and the editors believe that very few books or articles dealing with the English language and literature from earliest beginnings and thru the nineteenth century have been omitted from the list. With regard to the twentieth century, the difficulties of sifting the immense material is obvious, and it would be perhaps difficult to get entire agreement on what should be included. It is, however, very complete and valuable. Professor C. S. Northup Cornell has been the American compiler.

The Association that backs this movement has 800 members, and one of its main objects is to prevent duplication and waste of energy in literary research.

The pages devoted to works on English language and grammar are only 30 out of over 200, and it is the sections on literature that would be most useful in libraries and in the book-trade.

We turn, for example, to pages devoted to writers of the twentieth century and select at random the name of D. H. Lawrence. During the year he published "Aaron's Rod," which is described and priced. The most important reviews, 8 in number, are mentioned and located. A short story, "The Horse Dealer's Daughter," is noted. "Tortoises" published by Thomas Seltzer is listed as are the reviews of it. Special articles about Lawrence appearing in the *Literary Review* by Henry Seidel Canby and in the *Times Book Review* by Henry James Forman and in the *New Republic* by Paul Rosenfield are mentioned.

Such detailed information will be most valuable for anyone doing research work or writing a paper on the current novelists, especially when supplemented by the index of the previous year.

As the index brings all the authors together for each century, it is easy to turn from one contemporary to another, and in that way get suggestions for comparative studies. There is a list of four articles on Sherwood Anderson, beside the entry of his one book of that year; of a dozen or more reviews of Willa Cather's "One of Ours"; of three articles on Hergesheimer and a score of signed reviews on his "Bright Shawl"; of six articles on Sinclair Lewis and a score of signed reviews on "Babbitt," etc. The modern authors that have received the greatest amount of reviewing and discussion during the year, judging by the number of entries, would seem to be Bernard Shaw, John Masefield, John Galsworthy, Walter de la Mare, Eugene O'Neill and H. G. Wells.

That newcomers in the field are not overlooked is shown by the entry of Thomas S. Stribling, author of "Birthright," Herbert Quick, author of "Vandemark's Folly," Robert Nathan with his "Youth Grows Old," and others.

Equally interesting studies could be made of the chapters on the sixteenth, seventeenth, eighteenth and nineteenth centuries and of the earlier material, which is grouped in broader classification.

(*Bibliography of English Language and Literature 1922. Edited by A. C. Paues. Cambridge, Bowes and Bowes. New York, R. R. Bowker Co. \$1.75. 1921: \$1.25.*)

Current Clippings

¶¶MRS. PENNELL'S articles on "Dining in Europe," which were published many years ago in this country under the title of "Feasts of Atolycus" and long out of print, are now being reissued by Lippincott with the title, "A Guide for the Greedy." Mrs. Pennell has written a long introduction on the history of cookery books. Mrs. Pennell's collection of cookery books was famous, probably the finest in its field. When the Pennells closed their London apartment during the war and returned to America, the collection with other treasures of books in print was entrusted to caretakers, and unfortunately fell victims to a London storm, which flooded the storage place, and, as no warning was sent to the Pennells, the precious books stayed there to rot in the damp for five years. It was their intention that this great collection should have gone to the Library of Congress where the Pennell collection of Whistleriana had already been deposited.

¶¶SHORTLY AFTER THE PUBLICATION of his new novel, "The Temptress," Vicente Blasco Ibáñez will arrive in New York, that is, early in October. Thence he will commence a tour of the world, returning to Spain late in the spring of 1924. In reviewing "The Temptress" Arthur Livingston states that the novel "is an autobiographical story, covering what, in some respects, are the most exciting five years of a life that has been described, and well described as the 'greatest romance of Blasco Ibáñez.'" "The Temptress" is one of the latest Dutton publications.

¶¶THE ENJOYMENT OF "FAINT PERFUME" should be, of course, independent of sight. Whereupon it has been announced by Appletons that the book will soon be available in Braille type for the blind.

¶¶POSTPONEMENT OF AMY LOWELL'S "Life of John Keats" has been announced by Houghton Mifflin. Important material has unexpectedly been received and the work necessary to verify and arrange it necessitates a year's delay in publication. Seven unpublished letters by Keats as well as newly found letters to him are included in the discoveries.

¶¶CALVIN COOLIDGE'S attitude toward government by parties is stated in "Parties and Party Leaders" by Anson Daniel Morse, who taught history to Coolidge when he was a student at Amherst. An introduction to the volume is contributed by Dwight W. Morrow, a classmate of Coolidge, and a member of the firm of J. P. Morgan & Co. The book is being published by Marshall Jones as one of its new series of Amherst books.

An Uncorrected Galley

THE PERISCOPE MODERN METAMORPHOSES.

(According to the booknotes.)

Henry Ford's "My Life and Work"

Is translated for the Turk

And Finnished for the Finn, his ages
tell us;

But Edward Bok—what luck!—

Is in Braille and Volapuk,

At which they do say Hank's a little
jealous.

Dr. Gustav Basutil

Of the isle of Malta will

Render Butler's "Pigs Is Pigs"

Esperanto;

To which friends of Irvin Cobb

(Are they paying for the job?)

Reply that Cobb will soon be out
Bantu.

By KEITH PRESTON in the Chicago Daily
News.

PLAIN SPEECH.

A well-known economist, recently arraigned in a rural court for motoring beyond the speed limit, was asked his profession. "Economist," the culprit confessed. "That means nothing to me," said the judge. "Statistics" was the economist's second attempt. "That is worse than the other," replied the judge. "Put him down as a clerk." — *Commerce Reports.*

EDUCATED REAL NICE

Just before the Carpentier fight we unearthed the fact that Dempsey's favorite novel was a book called "The Czar's Spy." Unfortunately, the correspondents have been so busy discussing his condition in connection with the bout that no one has bothered to ascertain Dempsey's current taste in fiction.

Jimmy De Forest, we are told, was discussing the champion the other day and remarked: "When I first knew him he was an ignorant fellow, but now he's educated real nice. He reads books."—HEYWOOD BROWN in N. Y. *World.*

A young man was calling on his sweetheart one night.

"Mary," he said, "I have bought two tickets for 'The Old Soak.'"

"Oh! Charley, that's too bad," said Mary. "Papa is not feeling well tonight."—*Honolulu Comb Briefs.*

"HAVE YOU read 'Frenzied Flesh'?" "Err—no. But I read my review of it, and I spoke so favorably that I suppose I shall have to—*Life.*

Strike on New York Newspapers

At midnight on Monday, September 17, the pressmen of the New York newspapers walked out without warning. They are members of Web Pressmen's Union Number 25. He left the city without papers, tho, by afternoon, the publishers had gotten together and printed a joint eight-sheet issue.

This walkout was without warning and in the face of negotiations that were apparently making good progress. It was done without permission from the national officers and on a vote of only 400 out of the 2,000 members. The contact between the newspaper publishers and the pressmen terminated September 1st, and negotiations had been under way for some time.

Two years ago, the differences between employers and employees had been put before arbitration, and the men had been extremely dissatisfied with the arbitrator's opinion and had been carrying on a guerilla warfare ever since. The new negotiations, which had resulted in several concessions to the Union's point of view, had apparently been making progress, and the president of the national organization had just written congratulations on the progress being made by the representatives of both sides, so that the walkout was entirely unexpected. Apparently the men will not receive sympathetic or actual support from other unions, and the charter for the local union may be canceled and a new union set

Publication of German Scientific Books Suspended

At a meeting of the leading German publishers it was resolved to suspend entirely the publication of scientific works, says the *Publishers' Circular*. Those issued during the past few months have proved to be a drag on the market, as the people who constitute the reading public for this kind of books no longer have any money to purchase them. Even the public and university libraries can no longer afford to do so. The immediate occasion for this decision was the demand by printers and lithographers to receive their wages on a gold basis.

This incident is symptomatic of the revolution which has taken place in internal German economic affairs during the last fortnight; prices, when translated into foreign currency values, have suddenly risen to the pre-war German gold mark level. The paying capacity of the public has not risen with anything like the same swiftness, so that one may look forward to a period of restriction of industrial output and of growing unemployment.

Women's Book Association

THE First meeting of the Women's National Book Association for the Season 1923-4, will be held in The Children's Book Shop, 5 West 47th Street, City, on Tuesday, September 25th at 7.30.

All members are asked to be present and to bring a prospective member with them. No Speakers are announced, as it will be a "get-together" meeting.

Particulars of the new Book-selling course will be discussed.

NOTICE

Additional copies of this Fall Announcement Number of the **PUBLISHERS' WEEKLY** can be obtained in two styles:

Bound in cloth at 75c.

Bound in paper at 25c.

As a guide to the entire output of new books of all publishers it should be in the hands of every sales person. Its single-alphabet index is an absolute necessity thruout the biggest selling months of the year.

THE PUBLISHERS' WEEKLY.

Business Notes

CHICAGO, ILL.—Nedwick's Book Store at 346 No. Clark Street has recently been opened under the management of Jerrold Nedwick, who was formerly in business here.

COLUMBIA, Mo.—"Satterlee's" is a new concern in the bookselling field here.

DAUPHIN, MAN., CANADA.—The Bookworm Library, under the management of Alice D. Cruikshank, is a new shop in this town.

DAVENPORT, IOWA.—A new "Book Shop" has just been opened at 212 West Third Street.

INDIANAPOLIS, IND.—The Capitol Book Store, with Earl S. Blessing as manager, opens October 1, at 138 N. Delaware St. The main stock will be second-hand books, but new books, magazines, stationery, will also be carried and there will be a circulating library.

NEW YORK CITY—Village Book Shop, 144 Macdougall St., is a new shop just started.

NEW YORK CITY—The Fifth Avenue Co. at 507 Fifth Avenue was recently organized by A. B. Carlson, formerly with Henry Collins Brown. Its specialty will be the publishing and sale of Americana, new and old.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Henry C.

Domestic sanitation and house drainage. 242p. il. O '23 N. Y., Oxford \$3.50

Aeschylus

The Choëphoroe (libation-bearers) of Aeschylus, tr. into English rhyming verse, with explanatory notes, by Gilbert Murray. 83p. O '23 N. Y., Oxford 90 c.

Aitchison, L., and Barclay, W. R.

Engineering non-ferrous metals and alloys. 320p. il. O '23 N. Y., Oxford \$7

Allen, Roland

Voluntary clergy. 95p. D N. Y., Macmillan \$1

Ames, Joseph Bushnell

The man from Painted Post. 336p. front. D c. N. Y., Century \$1.75

A story of the West, of cattle ranches and the flavor of the old cow country, and the adventures of Dirk Drummond in his fight to own a certain piece of land and marry a certain girl.

Andrews, Mabel H.

Dorothy's adventure in bedroom land. 60p. D c. N. Y., Century \$1

A story in prose and verse for little children.

Arkwright, G. E. P.

Catalogue of music in the library of Christ Church, Oxford; pt. 2 ms. works of unknown authorship; vocal. 214p. O '23 N. Y., Oxford \$7

Atkey, Bertram

Harvest of javelins. 300p. D [c. '23] N. Y., Brentano's \$2

A tale of love out of the East, of old Cairo and the desert beyond the pyramids.

Avery, Alfred Henry

Dynamo design and construction. 263p. il. D (Cassell's workshop ser.) [n. d.] N. Y., Funk & Wagnalls Co. \$2

Abrams, Duff Andrew

Effect of tannic acid on the strength of concrete. 29p. tabs. O (Bull. 7. Structural materials research lab. Lewis Inst. Chic.) '22 Chic., Structural Materials Research Lab. pap. apply

Alabama State Board for Vocational Education

Vocational education under the state and federal acts 1922-1927. 95p. '22 Montgomery, Ala., Brown Pr. Co. apply

Barbier, Paul

English influence on the French vocabulary. 2. O (Society for pure English no. 13) N. Y., Oxford pap. 85

Barker, Ernest

The Crusades. 112p. O (The world manuals) '23 N. Y., Oxford \$

Barnes, Ina G.

Rural school management. 318p. (3p. bibl. D (Rural education ser.) c. N. Y., Macmillan \$1.6

Barr, Archibald and others

Physics in industry. 60p. O (Oxford technical pubs.) N. Y., Oxford 85

Barry, F. R.

St. Paul and social psychology. 130p. '23 N. Y., Oxford \$1.3

Beals, Carleton

Rome or death. 347p. D c. N. Y., Century \$2.3

An account by an eye-witness of the violent activities of the Fascist flying squadrons in Italy and of the three-day drive of the Black Shirts in Rome.

Bernard, Tristan

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Rare Books, Autographs and Prints

WARTBURG CASTLE, in which Martin Luther completed his translation of the Bible, has been closed to tourists because of financial difficulties, and the guides and caretakers have been dismissed. Wartburg to-day is passing thru one of the gloomiest periods of its long career. The great iron gates are bolted for the first time in generations.

The third series of "Etchings and Dry Points" by Frank W. Benson, compiled by Adam E. M. Paff, limited to 475 copies, is among the autumn publications from the Riverside Press. The first volume of this catalog went out of print almost immediately on publication, and copies have since commanded a considerable premium in the auction room.

"Letters of Thomas Carlyle to John Stuart Mill, John Sterling and Robert Browning," edited by Alexander Carlyle, will be published this autumn. The letters to Mill, about eighty in number, form the bulk of the collection and there are thirty-three letters to Sterling of which only one has been previously published.

Arthur B. Carleson, for seven years associated with Henry Collins Brown in the publication of "Valentine's Manual," has organized the Fifth Avenue Company at 507 Fifth Avenue and will specialize in the publication of Americana. A department under the personal supervision of Mr. Carleson will be devoted to new and second-hand books and the purchase, sale and installation of private libraries.

The first sale of the season at the Anderson Galleries will be held on October 11, when the library of the late Samuel H. Kauffmann, formerly president of the Corcoran Art Gallery, Washington, D. C., with the library of the late Ernest Woodyatt of Chicago, will be sold. Both are miscellaneous collections and contain many choice books relating to art, biography, bibliography, modern first editions, standard sets and general literature.

"An Heiress on Condition," by George Gissing, is the second book of the Pennell Club, which is now being sent out to members, and is a worthy companion volume to the first book, "The Garden of Aphrodite," by Edgar

Saltus, with which it is uniform in format. This volume is printed from the original manuscript for the first time. George Grasberger, the Philadelphia rare book dealer, has supervised the issue of the volume which bears on its title page the club seal of Pennell. In format it is an octavo, bound in blue boards and printed in old style Caslon type on antique deckled edge paper. The edition is limited to forty-eight copies.

Maggs Brothers, rare book dealers of London, has had mediæval book rooms designed and constructed for displaying their fine stock of illuminated manuscripts, incunabula and early printed books. *The Bookman's Journal* regards the experiment as a great success. It says: "The idea of such rooms in a bookshop is both provoking and appropriate—provoking, of course, because it is one of those inspirations which have so obviously been waiting for the responsive mind; appropriate, because what other setting should there be for 800 old and noble incunabula, these 'old bookes' out of which, as Chaucer said, 'in good faith, cometh all of this new science that men lere?' And in what is merely a record of a happy event, it should be added that inspiration has not ceased with the idea, for in the construction of the two rooms, the library and the scriptorium, may be seen the art of an expert, John H. Campbell, the well-known authority on mediæval architecture, and the honest craftsmanship of a Gloucestershire village blacksmith. Messrs. Maggs must be proud of the charm and atmosphere of their book chambers as they will be congratulated on their pleasant enterprise."

The first book sale of the season was held by Charles F. Heartman at Metuchen, N. J., when rare Americana selected from several consignments was sold. The highest price, \$410, was paid for John Adam's "Answer to Paine's Rights of Man," 8vo, wrappers, rare Dublin edition printed in 1793. Other interesting items and the prices which they brought were the following: William Smith's "An Oration in Memory of General Montgomery," etc., 8vo, wrappers, Philadelphia, 1776, first edition \$82; John Bartram's "Observations on the Inhabitants, Climate, Soil, Rivers... in his travels from Onondaga, Oswego, and the Lake Ontario in Canada," etc., map, 8vo, calf, London 1751, \$51; John Drayton's "A View of South Carolina, as respects her Natural and Civil Concerns," maps and plates, 8vo,

ali, Charleston, 1802, \$83; John Estaugh's "A Call to the Unfaithful Professors of Truth," 12mo, unbound, Philadelphia, 1744, printed by Benjamin Franklin, \$77.50; George Whitefield's "A Continuation of the Reverend Mr. Whitefield's Journal from his Arrival at Savannah to his Return to London," 24 mo, Morocco, Philadelphia, 1739, rare Franklin imprint, \$72.50; Solomon William's "The Relations of God's People to Him....with a special view to New England, and the rest of the British Subjects in America," 12mo, wrappers, New-London, 1760, printed by Timothy Green, \$105; John Haywood's "The Civil and Political History of the State of Tennessee," 8vo, sheep, Knoxville, 1823, \$75; "A Short Description of the Tennessee Government," etc., map, 8vo, unbound, Philadelphia, 1793, very rare, \$107.50; a series of 83 autograph letters, folio and 8vo, all written to Brantz Mayer, the Baltimore jurist and author, \$102.

The greatest collection of dime novels in existence, now owned by Dr. Frank P. O'Brien, of this city, containing some 2,400 specimens printed between 1860 and 1890, started last week on a series of exhibitions across the continent. It will be exhibited first at the Newark (N. J.) Public Library, the exhibitions continuing until Palo Alto, California, is reached, after exhibitions in San Francisco and Sacramento the return trip to New York will begin. The keystone of the collection is the dime novel "Malaeska" by Mrs. Ann Stephens, written in 1860. The collection contains pre-dime novel material including the first publication by Beadle in 1852—a children's weekly called *The Youth's Casket*. Dr. O'Brien picked up a considerable part of his collection from Frank Doughty, author of the "Old King Brady" series. When he first started to collect, Dr. O'Brien obtained thru the daughter of Beadle, the names and addresses of the surviving Beadle writers, got into correspondence with them and bought old novels from them or exchanged with them. One of these was Thomas C. Harbaugh, who recently became known to the public thru his entrance into the poorhouse at Casstown, Ohio. Another of the living authors who furnished old copies was William H. Manning, who was a prolific writer. Dr. O'Brien has made three collections of Beadle and similar literature. He presented one of 1,400 items to the New York Public Library. He sold a collection of \$1,900 items to Henry E. Huntington. His third and last, which has just started on its tour, contains all that is to be found in the other two and 500 additional novels and other pieces. The widespread advertising which these novels have had in the last two or three years has brought a few

to light but it seems wholly impossible for another collector ever to bring so complete a collection together again.

F. M. H.

Catalogs Received

Books, ancient and modern. (No. 53; Items 1317.) Reginald Atkinson, 188 Peckham Rye, London, S. E. 22, England.

Second-hand books, comprising purchases from several important libraries and including first editions of standard authors. (No. 355; Items 1363.) Thomas Thorp, 109 High St., Guilford, England.

Books relating to belles lettres. (No. 13, Part 2; Items 484.) T. C. Ashcroft, 88 Park Hill, Carshalton, Surrey, England.

Books relating to occult and philosophical subjects. (No. 14, Parts 1 and 2; Items 472.) T. C. Ashcroft, 88 Park Hill, Carshalton, Surrey, England.

Old medicine, history of medicine, new acquisitions. (No. 17; Items 522.) International Antiquariaat, 364 Singel, Amsterdam, Holland.

Books and pamphlets on the American Revolution. (No. 974, Parts 1 and 2; Items 527.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

Rare Book Number of the Publishers' Weekly October 27th

Reservations for space in this special issue should be made at once.

Rates: \$60. full page,
\$30. half page,
\$15. quarter page.

The Publishers' Weekly
Advertising Department

Fall Book Index 1923

Quarterly Announcement of new Publications From September 1st, Listed by Author and Title

- A-Apple pie. Greenaway, K. Warne
 *A B C of atoms, The. Russell, B. Dutton
 *Abbott, Avery. Mr. Enright entertains. 50 c. Dramatic Pub.
 Abbott, Charles Greeley. Everyday mysteries: secrets of science in the home. il \$2.25 (?) Macmillan
 Abbott, Eleanor Hallowell. Silver moon. \$2 Dutton
 *Abbott, Jane. Fidelis. il. \$1.75 Lippincott
 Abbott, Lyman. Reminiscences. il. \$4 Houghton
 Aberrations of life. McKerrow, J. C. Longmans
 Absorption of nitrous gases. Webb, H. W. \$8.50 Longmans
 Abt, Isaac A., ed. Pediatrics. 2 new v. il. Saunders
 *Accountants' handbook. Ed by E. H. Saliers. \$7.50 Ronald
 Acids and alkalis, The manufacture of. 5 v. Lunge, G., v. 1, \$10; v. 5, \$8.50 Van Nostrand
 Acoustics of buildings. Watson, F. R. \$3 Wiley
 Acres de diamantes. Deponcet, E. S., tr. \$1 Stratford
 Action of alcohol on man, The. Starling, E. H. \$3.50 (?) Longmans
 *Adams, Bill. Fenceless meadows. \$2 Stokes
 *Adams, James Truslow. Revolutionary New England, 1691-1776. il. \$5 Atlantic
 Adams, Joseph. Salmon and trout angling \$6 Dutton
 Adams, Katharine. Marie Josephine. il. \$1.75 (?) Macmillan
 *Adams, Laura Merrihew. The children's gateway to bible story land. \$1.50 Amer. Sunday School Union
 *Adams (Samuel). Harlow, R. V. \$2.75 (?) Holt
 Adams, Samuel Hopkins. Success. (Popular copyright) 75 c. Grosset
 *Adcock, A. St. John. Gods of modern Grub street. \$2.50 Stokes
 *Adcock, A. St. John. With the gilt off. \$2 Putnam
 Addington, Sarah. The great adventure of Mrs. Santa Claus. col. il. \$1.75 Little
 *Addington, Sarah. The pied piper in Pudding Lane. col. il. \$2 Atlantic
 Addison, Julia De Wolf. The Boston museum of fine arts. new rev. ed. il. \$4 Page
 *Adele Doring of Vineyard Valley. North, G. M. \$1.75 Lothrop
 Adopted husband, An. Futabatei. \$1.25 Knopf

*An asterisk before an entry indicates that fuller description of the books can be found in the advertising pages. See index to publishers advertising, page 817.

- Adshead, S. A. Town planning and town development. Dutton
 Advanced practical physics. Worsnop, W. L. and Flint, H. T. Dutton
 *Adventure in orthodoxy, An. Gray, J. M. \$1 Abingdon
 Adventure into the unknown, The. Charles, R. H. \$2.50 Scribner
 *Adventurers, Ten great. Sweetser, K. \$2 Harper
 *Adventures in the old woman's shoe. Warren, M. R. and Davenport, E. \$2.50 Doran
 *Adventures of Buffalo Bill. Cody. 75 c. Harper
 Adventures of harlequin, The. il. Dutton
 *Adventures of Haroun Er Raschid, The. Olcott, F. J. \$2.50 (?) Holt
 Adventures of Imshi, The. Prioleau, J. \$5 Little
 *Adventures of a lion family. Pienaar, A. A. \$2 Longmans
 Adventures of Master Tyll Owlglass, (Eulenspiegel) The. \$3 Dutton
 *Adventures of the ink spots, The. Dyer, R. O. \$1.50 Lothrop
 Adventures, social and literary. Ainslie, D. Dutton
 Adventures, The boys' own book of. Britt, A. \$1.75 (?) Macmillan
 Adventuring. Tupper, T. \$2 Doran
 Advertising and merchandising, Light and color in. Luckiesh, M. \$3 Van Nostrand
 Advertising campaigns. Tipper. Van Nostrand
 Advertising copywriting. Hotchkiss, G. B. \$3 (?) Harper
 *Advertising, Principles of. Starch, D. \$5 Shaw
 Aeschylus. The choëphoroe (libation-bearers) of. tr. Gilbert Murray. 60 c. Oxford
 *Africa, In brightest. Akeley, C. E. \$5 Doubleday
 African idylls. Fraser, D. \$1.50 Revell
 African questions at the Paris Peace Conference. Beer, G. L. \$6 Macmillan

- Against this age. Bodenheim, M. \$1.75
Boni
- Agar, Frederick Alfred. The deacon at
Judson P.
work. \$1
- Agricultural economics, Introduction to.
Gray, L. C. Macmillan
- Ah Ling of Peking. Harriman, M. \$1.50
Doran
- Ahimaaz, The chronicle of. Salzman, M.
Columbia Univ. Press
- Aiken, Ednah. If today be sweet. \$2 Dodd
- Ainslie, Douglas. Adventures, social and
literary. Dutton
- Air brake catechism. Blackall, R. H. \$2.50
Henley
- Aitken, William. Automatic telephone sys-
tems. v. 2, Auxiliary services private
and branch exchanges. Van Nostrand
- Ajo. Ajo books for children. ea. 75 c.
Knopf
- Titles: Dwarf-land—Chicken-land—
Monkey-land—Doll-land.
- Akeley, Carl E. Men and animals, and
autobiography. \$5 Doubleday
- Akers, Charles E. A history of South
America. Dutton
- Alcoholic fermentation. Harden, A. \$2.20
Longmans
- Aldrich, Thomas Bailey. Majorie Daw.
(Evergreen ser.) 50 c. Houghton
- Aldrich, Thomas Bailey. The story of a
bad boy. (Riverside bookshelf) col. il. \$2
Houghton
- Alexander, Charles. The fang in the forest.
il. \$2 Dodd
- Alexander, F. Mathias. Constructive con-
scious control of the individual. Dutton
- Alexander, H. B. Nature and human
nature. \$3 Open Court Pub. Co.
- Algeria to-day. Casserley, G. \$4 Stokes
- Alias Richard Power. Allison, W. 75 c.
Burt
- Alias the Lone Wolf. Vance, L. J. 75 c.
Grosset
- Alice in wonderland. Carroll, L. \$3 Doran
- Alice's adventures in Wonderland. Car-
roll, L. \$2.50 Lippincott
- Alice's adventures in Wonderland, and
Through the looking glass. Carroll, L.
\$1.50 Putnam
- Alkalis, The manufacture of acids and.
5 v. Lunge, G. v. 1, \$10; v. 5, \$8.50
Van Nostrand
- All about gift box sets. \$1.50 Cupples
- New title: The black Sambo gift box.
- Allen, C. J. Nansen's first crossing of
Greenland. Longmans
- Allen, Frank E. The message of the book
of Job. \$2 (?) Revell
- Allen, Henry T. My Rhineland journal. il.
\$7 Houghton
- Allies, Thomas W. St. Peter, his name
and his office. \$3 Kenedy
- Allingham, Margery. Black'erchief Dick.
\$1.90 Doubleday
- Allinson, Anne O. E. Children of the way.
\$1.75 Harcourt
- Allison, William. Alias Richard Power.
(Copyright fiction) 75 c. Burt
- Allmand, A. J. The principles of applied
electro-chemistry, New ed. Longmans
- *Almanac, Scientific American. 25 c.
Scientific American
- Almanack for 1924. Greenaway, K. Warne
- Almedingen, M. E. The Catholic church
in Russia today. \$1.35 Kenedy
- Almost true tales. (Favorite stories for
girls and boys ser.) \$1.50 Putnam
- Altdorfer (Albrecht). Waldman, E. \$6 (?)
Medici Soc.
- Alternating currents. Hay, A. \$3.50
Van Nostrand
- Alternating currents. Larner, E. T. \$2.40
Van Nostrand
- Alternating currents, An introduction to
the study of. Clayton, A. E. Longmans
- Aluminum. Richards, J. W. Baird
- Amaranth and asphodel: poems from the
Greek anthology. trans. Butler, A. J.
\$2.50 Houghton
- *Amateur inn, The. Terhune, A. P. \$2
Doran
- *Amazing interlude, The. Rinehart, M. R.
\$2.50 Doran
- *Ambassador's memoirs, An. Paleologue, M.
2 v. \$6 Doran
- *Ambition. Kavanaugh, K. 35 c.
Dramatic Pub.
- America and the world liquor problem.
Cherrington, E. H. \$1 Am. Issue Press
- American annual, The. McDannald, A. H.
\$9 Ency. Americana Corp.
- *American artists. Cortissoz, R. \$2 (?)
Scribner
- *American boys' book of birds and brownies
of the woods. Beard, D. \$2 Lippincott
- *American colonies in the 18th century, The.
Osgood, H. L. 4 v. ea. \$5 (?)
Columbia Univ. Press
- American community, The. Woodburn, J.
A. Longmans
- *American directory and who's who in Eu-
rope. Brewster, P. \$5 Knopf
- American educational list, The. \$1 Bowker
- American elementary school, The. Horn,
J. L. \$2 Century
- *American girls from history, Ten. Sweet-
ser, K. \$2 Harper
- American history, Great days of. Lamprey,
L. \$7.50 Stokes
- American history, Stories of. Otis, J. \$2.50
Page
- American Inst. of Chemical Engineers.
Transactions. v. 14 Van Nostrand
- American judge, The. Bruce, A. A.
Macmillan
- American lace and lace-makers. Vander-
poel, E. N. \$15 Yale
- *American legation, From an. Morris, I. N.
\$4 Knopf
- American literature, A child's story of.
Maurice, A. B. \$2.25 (?) Macmillan
- *American nation, Building the. Butler, N.
M. \$2.50 Scribner
- *American nights entertainment. Overton,
G. 50 c.
Appleton; Doran; Doubleday; Scribner

- *American objectors in the great war. Thomas, N. \$2 Huebsch
- *American poetry since 1900. Untermeyer, L. \$2.25 (?) Holt
- American public library, The. Bostwick, A. E. \$3 Appleton
- American revolution, The. McIlwain, C. H. \$1.75 Macmillan
- *American revolution, The causes and character of the. Egerton, H. E. \$2.85 Oxford
- *American revolution, George III and the. Mumby, F. A. \$5 Houghton
- American social history as recorded by British chroniclers. Nevins, A. \$3.50 (?) Holt
- *American spirit, Book of the. Pyle, H. \$7.50 Harper
- American states, 1775-1789, The. Nevins, A. \$4 Macmillan
- American verse, Anthology of. Squire, J. C. \$2 Doran
- *Americanism of Theodore Roosevelt, The. Hagedorn, H. \$2.50 Houghton
- *Americanization of Edward Bok, The. il. \$1; \$2.50 Scribner
- Americans, Strenuous. Dibble, R. F. \$2.50 Boni
- *Ames, Joseph B. The man from Painted Post. \$1.75 Century
- *Amid, John. With the movie makers. il. \$1.50 Lothrop
- *Among French folk. Johnson, W. B. \$4 Small
- Among pygmies and gorillas. William, Prince of Sweden. Dutton
- *Among the head hunters of Formosa. McGovern, J. B. M. \$4 Small
- Analysis of the hunting field, The. Surtees, R. S. \$7.50 Longmans
- Analytical credits. Wall, A. \$3; \$4 Bobbs
- Analytical microscopy. Wallis, T. E. \$2 (?) Longmans
- Anburey, Thomas. Travel through the interior parts of America. 2 v. \$10 Houghton
- Ancient and modern Rome. Lanciani, R. \$1.50 Marshall Jones
- Ancient beautiful things, The. Davis, F. S. \$1 Macmillan
- Ancient East, Life of the. Baikie, J. Macmillan
- Ancient Egypt from the records. Jones, E. M. M. Dutton
- Ancient history, The Cambridge. Bury, J. B. Macmillan
- Ancient hunters. Sollas, W. J. Macmillan
- Ancient lights: the bible, the church and psychic science. Mrs. St. C. Stobart. \$3.50 Dutton
- *Andersen, Hans. Stories from. il. E. Dulac. New ed. \$3.50 Doran
- *Andersen, Hans. Fairy tales. col. il. \$4 Nelson
- Andersen's fairy tales. col. il. \$1.25 Cupples
- Anderson, L. F. Virtues. \$2 Soc. for Religious Educ.
- Anderson, Robert Gordon. Eight o'clock stories. il. \$2.50 Putnam
- *Anderson, Sherwood. Horses and men. \$2 Huebsch
- Andrews, Charles McLean. British colonial policy and the American revolution. \$3 (?) Yale
- *Andrews, William, and Lang, Elsie M. Old English towns. il. \$4.50 Stokes
- *Andreyev, Leonid. Katerina. \$1.50 Brentano
- Andreyev, Leonid. Samson in chains. \$1.50 Brentano
- Andreyev, (Leonid.) Kaun, A. \$3.50 (?) Huebsch
- Anesaki, Masaharu. The religious and social problems of the Orient. \$1 Macmillan
- Angel, W. H. The clipper ship "Sheila." il. \$2 Lauriat
- Angling adventures of an artist. Shirley-Fox, J. \$4 Dutton
- Angling, Modern sea. Holcombe. Warne
- Aniline and its derivatives. Groggins, P. H. Van Nostrand
- *Animal book, The Armfields': Armfield, C. S. \$2.25 Holt
- Animal book, Uncle's. Studdy, C. E. Warne
- Animal land, In. La Rue, M. G. Macmillan
- Animal life in deserts. Buxton, P. A. \$3.50 Longmans
- Animal personalities. Derieux, S. A. \$2 Doubleday
- *Animal stories from Eskimo land. Riggs, R. C. \$1 Stokes
- Animals, Baby. McNally, G. M. \$3 Doran
- *Animals in Chinese art. Tizac, H. D' A. de. \$30 Brentano
- Animals, Quite wild. Brown, B. C. \$1 Dodd
- *Anne Thornton, junior guide. Anthony, L. R. \$1.50 Penn
- *Annette and Sylvie. Rolland, R. \$2 Holt
- Annihilation. Ostrander, I. \$2 McBride
- Annual for 1923, Tom Masson's. Masson, T. \$2 Doubleday
- Annual register, The, 1922. \$11.50 Longmans
- Another scandal. Hamilton, C. \$2 Little
- *Answered prayer in China. Scott, C. E. \$1.50 Sunday School Times
- Anthology of American verse. Squire, J. C. \$2 Doran
- *Anthology of magazine verse for 1923. Braithwaite, W. S., ed. \$3; \$7.50 Brimmer
- *Anthology of urban verse: the soul of the city. Greever, G. \$1.75 Houghton
- *Anthology, The soul of the. Lawton, W. C. \$2.50 (?) Yale
- *Anthony, Lotta Rowe. Anne Thorton, junior guide. \$1.50 Penn
- *Anthony Dare. Marshall, A. \$2 Dodd
- Anthraxite question, The. Raushenbush, H. S. H. W. Wilson
- Antichrist, The. Nietzsche, F. W. \$1.25 Knopf

- A. O. Barnabooth. Larbaud, V. \$2.50
Doran
- App, Frank, and Woodward, Carl Raymond.
The farmer and his farm. \$1.25 (?)
Harcourt
- Applegarth, Margaret T. Some boys and
girls in America. \$1.50
Doran
- Apples, Marketing northwestern. Maynard,
H. H. \$2.50
Ronald
- Applied elasticity. Prescott, J. Longmans
- Applied electro-chemistry, The principles of.
New ed. Allmand, A. J. Longmans
- Applied philosophy. Dawbarn, C. Y. C.
Longmans
- Applied psychology. Hollingworth, H. L.
\$2.50
Appleton
- Arabia Deserta, Travels in. Doughty, C.
M. \$17.50
Boni
- Arabian nights, Stories from the. House-
man, L. \$3.50
Doran
- Araminta. Snaith, J. C. \$2
Appleton
- Archaic fictile revetments in Sicily and
Magna Graecia. Van Buren, E. D. Dutton
- Archer (Fred), The life of. Humphris, E.
M. \$4.50
Brentano
- Architectural composition. Robinson, J. B.
Van Nostrand
- Architecture. Brooks, A. M. \$1.50
Marshall Jones
- Architecture, Great styles of interior. Gil-
man, R. il. \$6 (?)
Harper
- Architecture in England. Davenport, C.
Dutton
- Arden, Clive. Sinners in Heaven. \$2
Bobbs
- Areas and volumes. Ferguson, D. F., and
Pigott, H. E. Dutton
- Arithmetic, Methods of teaching modern
day. McNair, G. H. \$1.75
Badger
- Arlie Gelston. Sergel, R. F. \$2 Huebsch
- Armaments, The problem of. Enock, A. G.
Macmillan
- Armfield, Constance Smedley. The Arm-
field's animal book. col. il. \$2.25 Holt
- Armour, Margaret, and Rackham, Arthur.
Rhinegold and Siegfried. col. il. \$5
Doubleday
- Armstrong, William. Lillian Nordica's hints
to singers. \$2.50
Dutton
- Art, Egyptian. Capart, J. \$5
Stokes
- Art, Expressionism in. Pfister, O. \$3
Dutton
- Art, A history of. Vol. 2 Cotterill, H. B.
\$10
Stokes
- *Art, Masterpieces in modern (third series).
Marriott, C. \$7.50
Stokes
- *Art of brass founding. Karr, C. P. Baird
- Art of lettering, The. Svenson, C.
Van Nostrand
- *Art of poetry, The. Ker, W. P. \$2 Oxford
- *Art of the Chinese potter. Hobson, R. L.
\$40
Knopf
- Art principles in literature. Donnelly, F. P.
Macmillan
- Arthur, S. J. Lincoln's legacy. \$1.50
Badger
- Arthur, a tragedy. Binyon, L., \$1.50 Small
- Artificial respiration, A manual of. Fisher,
G. R. G. 75 c. Stratford
- Artists' pigments. Weber, F. W.
Van Nostrand
- *Arts, Modern movements in the German.
Scheffauer, H. G. \$2 (?) Huebsch
- Arts monographs. ea. \$2 Duffield
- Titles ready: Pack, W. Georges Seu-
rat—Watson, F. William Glackens—
Pablo Picasso.
- Artzybasheff, Mikhail P. Jealousy; Ene-
mies; The law of the savage. \$2 Boni
- Artzybasheff, Mikhail P. The savage. \$2
Boni
- Aryas, The wisdom of the. Bennett, A.
\$1.50
Dutton
- *As is. Hanemann, H. W. \$1.50 Harcourt
- *As the leaves. Giacosa, G. \$1.25 Sergel
- *Asbury (Francis) in the making of Ameri-
can Methodism. Carroll, H. K. \$2
Abingdon
- Ashbee, C. R. A Palestine notebook. \$3.50
Doubleday
- Ashby, Phillip. The mad Rani, and other
stories. Dutton
- *Asher, Cash. He was "just folks." Life
of Warren G. Harding. \$2 Laird
- Ashes of a god, The, and A mine of faults.
Bain, F. W. \$2
Putnam
- *Ashes of vengeance. Somerville, H. B. \$2
McBride
- Ashley, R. Harman. Chemical calculations.
New ed. il. \$3
Van Nostrand
- *Asquith, Herbert Henry. The genesis of the
war. \$6
Doran
- Assault on Mt. Everest, 1922, The. Bruce,
C. G., and others. \$7.50
Longmans
- *Assyria, History of. Olmstead, A. T. \$7.50
Scribner
- *Astronomy. Todd, D. \$3 (?) Harper
- Astronomy, Descriptive. Moulton, F. R. \$2
Am. Tech. Soc.
- At the earth's core. Burroughs, E. R.
75 c. Grosset
- Athenian pottery, The craft of. Richter, G.
M. A. \$6
Yale
- *Atkey, Bertram. Harvest of javelins. \$2
Brentano
- Atkins. Industrial cost accounting for ex-
ecutives. McGraw-Hill
- Atlanta in Calydon. Swinburne, A. C.
\$4.50; \$6.50; \$75
Medici Soc.
- Atomic structure and spectral lines. Som-
merfield, A. \$12
Dutton
- Atomic theory, Recent developments in.
Graetz, L. Dutton
- Atoms. Perrin, J. \$2.50
Van Nostrand
- *Atoms, The A B C of. Russel, B. Dutton
- Atoms, The structure of. Stock, A. \$2.50
Dutton
- *Auction to win. Shepard, E. V. \$2
Reynolds
- *Audacious angles on China. McCormick,
E. \$2.50
Appleton
- *Audacious Ann. Marshall, A. \$2
Dodd
- *Auditing principles. Montgomery, R. H.
\$3.50
Ronald
- *Auer, Leopold. My long life in music. \$5
Stokes
- Auerbach, Prof. Modern magnetics. il.
Dutton

- *Ault, Norman. The poets' life of Christ. \$3.25 Oxford
 Aumonier, Stacy. Miss Bracegirdle and others. \$1.75 Doubleday
 Aumonier, Stacy. Odd fish. \$2 Doubleday
 *Aunt Polly's story of mankind. Stewart, D. O. \$2 Doran
 Austen, Jane. Sense and sensibility. (Rittenhouse classics) \$2.25; \$6.50 Jacobs
 Austen, Jane. Works. Adelphi ed. 7 v. ea. \$1.75 Moffat
 Austin, F. Britten. On the borderland. \$1.75 Doubleday
 Authoress of the Odyssey, The. Butler, S. Dutton
 Auto repair practice. Emerson, L. A. \$5 Century
 *Autobiography. Franklin, B. \$2 Houghton
 *Autobiography, An. Trollope, A. 80 c. Oxford
 Autobiography, Men and animals, An. Akeley, C. E. \$5 Doubleday
 *Autobiography of a tree, The. Smith, M. O. \$2 Brimmer
 Autobiography of John Barleycorn. Hibbett, C. T. \$1 Stratford
 Autocrat, The. Bell, P. D. \$1.90 Watt
 Auto-erotism. Stekel, W. \$6 Badger
 Automatic telephone systems. v. 2, Auxiliary services, private and branch exchanges. Aitken, W. Van Nostrand
 Automobile engines, Elementary thermodynamics of. Hamilton. McGraw-Hill
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Black Cat, containing "A Professional Vampire."
American Home, N. Y., Sept., 1903, containing "My Frankenstein."
American Home, 1905, containing "The Gift of Prophecy."
American Farmer Magazine, Chicago, 1900, containing "The Home of My Ancestors."

T. C. Allen & Co., Halifax, Canada.

Hewitt's "Secrets of the Salmon," Scribners.

Am. Bap. Pub. Soc., 1107 McGee St., Kansas City, Mo.

Seven Dispensations, J. R. Graves.
The International Standard Bible Encyclopedia, 5 vols. complete, Howard Severance.

New International Encyclopedia, latest ed.

Philosophical Basis of Theism.

The Day Of The Cross, W. M. Clow.

Talmadge's Sermons.

Geology of the Mid Continental Oil Fields of Kansas, Oklahoma and Texas, by Bozworth.

Life and Works of Charles Spurgeon.

Life and Works of Moody.

Dictionary of Christian Antiquities, Smith, 2 vols.

Some Principles of Literary Criticism as applied to the Synoptic Problems, by Burton.

The Messages of the Apocalyptic Writers, by Porter.

American Printer, 243 West 39th St., New York.

The Graphic Arts, by Hamerton.

Am. Sunday School Union, 1816 Chestnut St., Phila.

Rorer's Cook Book, 1888 imprint.

Havergal, Blossoms from Believers Gardens.

Stone, Herbert, 1st eds. of American authors..

Ian Maclaren, Upper Room.

Sanborn, Edw. W., At Pisgah.

Lacome, Paul, Histoire du Peuple Francais.

Phillips, D. G., Second Generation.

Miss Columbia's School.

William H. Andre, 607 Kittredge Bldg., Denver, Col.

Philosophy of Special Providence, by Andrew Jackson Davis, 1872; previous quotation mislaid, please quote again. Also, Bookhouse for Children, six volumes.

Aries Bk. Shop, 116 Delaware Ave., Buffalo.

Twelve Men, Theo. Dreiser.

Associated Students' Store, Berkeley, Cal.

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Wm. Ballantyne, 1409 F St., N. W., Washington, D.C.

Masson, Life of Richelieu.

H. C. Barnhart, 35 W. Market St., York, Pa.

Days and Events, 1860-1866, by Thomas L. Livermore.

History of the Five Indian Nations of Canada, by

Cadwallader Colden.

Lincoln and Men of War Times, A. K. McClure.

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Democracy In America, by A. di Tocqueville.

The Returning Tide of Fate, by Bishop Talbot.

N. J. Bartlett, 37 Cornhill, Boston.

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Beach's Bookshop, 418 N. Meridian St., Indianapolis.

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Life of Mother Theodora Guerin.

McEvilly, Exposition Ep. and Gospels.

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 Roger's Life of Boswell.
 Boswell's Commonplace Book.
 Boswelliana Anecdotes pub. by Grampian Club, 1874.
 Percy Fitzgerald's Life of Boswell.
 Johnson, Club Papers of 1895 and 1921, T. Fisher Un-
 win.
 Johnson, His Friends and Critics.
 Bookshop, 327 E. Walnut Lane, Germantown, Phila.
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 Booke Shop, 4 Market Sq., Providence, R. I.
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 Hummell, Manual of Technology of Textile Fabrics.
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 Lind, Leonardo Da Vinci's Drawings.
 Lord, Dynamo Design.
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 International Law Situations, Topics and Discussions U. S. Naval War College, 1901.
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 Strong Landmarks of a Lawyer's Lifetime, 1914.

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 Nicholas, May 1904-Oct. 1904, v. 31, Pt. 2; Nov. 1907-Apr. 1908, v. 35, Pt. 1; Nov. 1910-Apr. 1911, v. 38, Pt. 1.
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 Pennsylvania Archives, 6th ser., vol. 15, Pt. 1.
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 Malone, A Plebe at West Point.
 Berry, Loss of the Sultana.
 Readings of Chas. Dickens. Illustrated by Eytinge, Boston, 1868.
 Dickens (Chas.), Lizzie Leigh, N. Y., 1850; Child's Dream of a Star, Boston, 1871; Is She His Wife? Boston, 1877; No Thoroughfare, 1st Amer. issue, in DeWitt's Acting Plays, No. 14; Hunted Down, Phila., 1861; Mrs. Peck's Pudding, by Tom Hood, Phila., 1845.
 Our Young Folks, Boston, Jan., March, Apr. and May, 1868.
 Biographia Ameridana. By a Gentleman of Philadelphia (Benj. F. French), 1825.
 History of Manchurian War, German General Staff.
 Lincoln, Carving and Serving.
 Modern Language Association of America, Publications, vols. 7, 16, 29, No. 1, and 31 to date.
 Maryland Historical Magazine, vol. 2, No. 2.
 Magazine of Western History, vols. 9 to 14.
 Middleton, Streets and Faces, 1917.
 Mitchell (Wesley C.), Business Cycles, pub'd by Univ. of Calif., 1913.
 Moorehead's Stone Age.
 Mayo, Justice to All; the Story of the Pennsylvania State Police, 1917.
 Mears, Inspired Through Suffering.
 Mott, System of Courtly Love Studied as an Introduction to Dante, 1896.
 Mills, Certain Mounds and Village Sites, vol. 1, Columbus, Ohio, 1907.
 Moses, Children's Books and Reading.
 MacMartin, Modern Methods of Merchandising, Minneapolis, 1915.
 Mulford's White Cross Library, vol. 5.
 Miller, Anatomy of the Lung.
 Savage, Our Mysterious Passenger.
 Session Laws of Georgia, 1813, 1818, 1819, 1820.
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 American Book-Prices Current, 1916 to 1923.
 Baldwin, Flush Times of Alabama.
 Bassett, Constitutional Beginnings of N. C.
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Crump, Causes of the Great Fall in Prices, 1889.
Martin, Economical & Successful Management of Cotton Mills.
Smith, Adam, Wealth of Nations, ed., McCullough, 1863.
Smith, Science of Business, Putnam, 1885.
History of Prudential Insurance Co., 1902.
How to Invest When Prices are Rising, Fisher, etc.
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Ainslee's Magazine, February, 1899.
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Chivers, Eonchs of Ruby 1851.
Cooper, Deerslayer, 2 vols., 1841.
Dell, Moon-Calf, 1920.
Field, Little Book of Profitable Tales, 1st ed., L. P. Gerould, Vain Oblations, 1914.
Grolier Club, Irving Journal, 3 vols., 1st ed.
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Proceedings Society Army Review, 1872.
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James, Terminations, 1895; Tragic Muse, 2 vols., 1890.
McFee, Port Said Miscellany, 1918.
Melville, John Marr, 1888.
Mencken, Book of Burlesques, 1916; Book of Prefaces, 1917; In Defense of Women, 1918; Little Book in C. Major, 1916; Pistols for Two, 1st ed., Prejudices, 1st ser., 1919.
Morley, Shandygaff, 1918; Songs for a Little House, 1917; Translations from the Chinese, 1922.
Packard's Magazine, March, July, August, 1869.
Poe, Eureka, 1848; The Raven, 1845; Tales Grotesque and Arabesque, 2 vols., 1840.
Reese, Branch of May, 1887.
Riverside Press, Alex. Hamilton, 1904; James Bibliography, 1906; Mystery of Golf, 1908; DeFoe, R. Crusoe, 1908; Longfellow, Sonnets, 1907.
Saltus, Anatomy of Negation, 1886; Wilde, A. Idler's Impression, 1st ed., 1917.
Stockton, Hundredth Man, 1887.
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Tabb, Child Verse, 1899.
Tarkington, Gentleman from Indiana, 1st ed., 1st issue.
Updike, Printing Types, 1st ed.
Wood's Magazine, October, 1869.

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Birmingham, The Simpkins Plot.
Crile, Origin of nature and Emotions.
Evil Men Do, pub. anon.
Engelhardt, Fzephyrin, The Holy Man of Santa Clara, San Francisco, J. H. Barry, 1909.
French, G. Sheldon, Poems.
Formative Period of English Letter Writers and Their Contribution to the English Essay.
Farce of Master Pierre Patelin.
Fairbank, Rev. C., During Slavery Times, Chicago, 1890.
Farrand, Legislation of Congress for the Government of Territories of the United States.
Fay, New Light on the Origins of the War, Reprinted from American Historical Review.
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Am. Breeders' Assoc. Reports II, VI; Magazine I, no. 1, 3.
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Crimes of charity, Knopf.

Hall's Book Shop, 361 Boylston St., Boston 17
Montessori Manual, Dorothy Canfield Fisher, pub. in Chicago by W. E. Richardson, 1913.

Hampshire Bookshop, Northampton, Mass.

Jan Vermeer von Delft, Philip Hale, illus. if pos.

Harcourt Brace Bookshop, 4 W. 43d St., New York
Summer, Edith Wharton, Appleton.

Harper & Bros., 49 E. 33d St., New York City
Storm, Wilbur Daniel Steele, 2 copies.

Harrison Co., 42-44 E. Hunter St., Atlanta, Ga.

Federal Reporter, Vols. 36, 125, 212, 261 to 288, incl.
Federal Report Digest, vols. 5 to 11.
Amer. Decisions, Vol. 72.
Amer. Bankruptcy Reports, Vols. 24, 29, 44 to 49.
Georgia Laws, 1836, 1864-5.
Shepard's Ga. Citations.

The Wm. Hengerer Co., Buffalo

Caswell's, Our Life Among the Iroquois Indians.

B. Herder Bk. Co., 17 S. Bway, St. Louis, Mo.

Clement, Christian Symbols or Ancient Science of Numbers.
Garnett-Jones, The Faith that Makes Faithful.

Higbee Book Shop, Cleveland, Ohio

Driven Back to Eden, Roe.
Malet, Sir Richard Calmady.
Nat'l Geographic Magazine, June, 1923.

Walter M. Hill, 22 E. Washington St., Chicago

Peck, George R., The Kingdom of Light, Putnam.

Himebaugh Browne, 471 5th Ave., New York

A Trip Across Labrador, by Mrs. Leonidas Hubbard.
Collections of Music.
Stickland's Life of Mary Stuart.
Chronicles of Nathan Bensodie.
Evolution of Walter, Gustave Le Bon, Scribner, 1912.
Thur Spake Zarathustra, Foo'is ed.
Psychology of Electrical Physiology, by Mann.
Piezo Electric Chemistry.

Hirsch & Leman Co., Shreveport, La.

Cable, Strange, True Stories of Louisiana; Creoles of Louisiana.

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Ide, Scraps of California History.
Ide, Conquest of California.
Life in California, N. Y., 1846.
Taylor's Eldorado, 2 Vol. ed.
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Aria, Costume Fanciful, etc.
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Allen, Life and Letters of Phillips Brooks, 5 v.
Beers, History of the Great Lakes, v. 2, Chicago, 1889.
Book containing 200 Pen Drawings of Amer. Steam Vessels, pub. by Smith and Stanton.
McRee, Life and Letters of James Iredell.
Independent, July 9, 1921 and July 23, 1921.

George W. Jacobs, 1628 Chestnut St., Phila.

Confidence, H. James, Jr.
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Greek Lines, Van Brunt.
Letters of Mary Montagu, 1893.
Rashdall, Universities Middle Ages.
Herman Melville, any 1st eds.
Moulton, Library Literary Criticism, 8 v.

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Library of Southern Literature.

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Scarlet Letter, black cloth, clean copy, pub. in the fifties.
Map and plates for Hennepin's Voyage to North America, London, 1698.
The Token, an annual, pub. in Boston, 1832.

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Francesca da Rimini, Boker.

Kleinteich's Bk. Store, 1245 Fulton St., Brooklyn

Drake, Life of Tecumseh.
Chambers, English Literature, 3 vols.
Crafts, Sabbath for Man, 1892 ed.
Cheever, Book of American Poetry.

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American Year Book, 1916.
New Int. Year Book, 1917 and 1920.
University Debaters Annual, 1914-15.

Korner & Wood, 737 Euclid Ave., Cleveland, O.
Ribot, T. H., Essay on Creative Imagination, the pub. by Open Court.

Charles E. Lauriat, 385 Washington St., Boston

Phillipotts, Children of the Mists.
Arnold, T. W., The Preaching of Islam.
Arnold, Sir Edwin, Pearls of Faith.
Ward, Mrs. Humphrey, Marriage of Wm. Ashe.
Newhall, Minor French Chateaux and Manor Houses.
Voss, Captain, Venturesome Voyages.
Grindall Reynolds, Historical Papers, pub. Cambridge, 1885.

Rashdall, Medieval Universities, pub. Oxf. Press.

Rathbone, Simple Jewelry. Van Nostrand.

Crutchley, My Life at Sea.

Gotch, Growth of English House.

Cruise of the Yacht Maria, 1856.

Latins in the Levant, Miller, Dutton.

Watts, Life of Loyola.

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Calvert—Toledo, Valladolid, Oveido, Segovia, etc.

Introduction to Study of History, Langlois, pub. Holt.

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Sidgwick, Fallacies (Int. Sci. Ser.)
Port Royal Logic, tr. by S. Baynes.
Robertson, Letters on Reasoning, R. P. A., 1902.
Mill, System of Logic.
Bain, Logic, Deductive and Inductive, 2 vols.

John W. Leonard Corp., 375 Fulton St., Brooklyn N. Y.

Who's Who on the Pacific Coast, Harper, 1913.
The Book of St. Louisans, second ed.

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Med. Standard Bk. Co., 301 N. Charles St., Baltimore
 Venomous Animals and Anti-Venomous Therapeutics, trans. by E. E. Austin, Wood, 1908.
 The Ancient Mariner, by Coleridge, illus. by Dore, Gustave.

Isaac Mendoza, 15 Ann St., New York

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 Arnold, Roman Provincial Administration.
 Bodwin, Hist. of France, Vol. 1.
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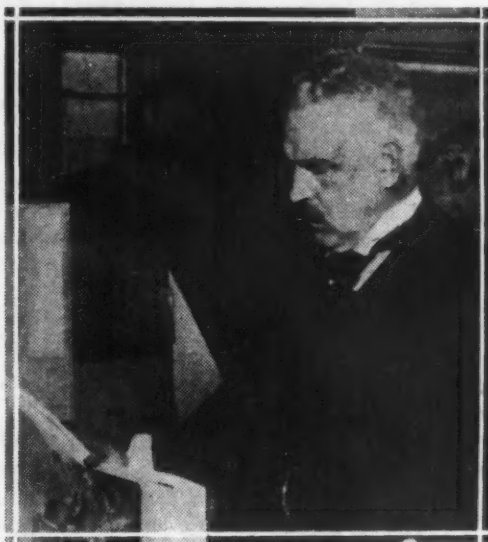
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 Kinzie, Wau Bun, 1856.
 Meany, History of Washington.
 Miller's Medalline, Boston, 1869.
 Mowry, Whitman and Early Oregon.
 Orphens, C. Kerr, Papers, 1862 and '63.
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 White, Horace, Lyman Trumbull.
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Newson & Co., 73 Fifth Ave., New York

Mabie, Essays on Nature and Culture, Dodd, Mead.

New York Acad. of Med., 17 West 43d St., New York

Shuttfeldt, W. W., Studies of the Human Form for
 Artists, Phila., Davis, 1908.



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John Comly, Spelling Bk., pub. 1861 in Pa.
 Gummere, Germanic Origins.
 Prince Hohenlohe's Memoirs, 2 vols., 1906.
 Weeden, Old Voices; Songs of the Old South; Ban-
 dana Ballads.
 Farthing, Saturday Night in My Garden.
 White, Gram Dicty. and Catechism of Md. Indians.
 Whipple, Delaware Vocabulary.
 Baragh, Dicty. of Chippewa Language.
 Dodd, Three Normandy Inns.
 Preston, Life and Letters of Mme. Swetchine, trans.
 Davis, Friction and Lubrication.
 Jusserand, Literary History of English People.
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 Crane, Red Badge of Courage, 1895.

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History of Cleopatra, Queen of Egypt, by J. Abbott,
pub. by Harper.

E. H. Otting, Warren, Ohio

MacLaren, Graham Claverhouse
Burbank, Works, 12 vols.
Gunter, Spyco and Fla. Enchantment.
Lee, History of Jurisprudence.
Kant's Critique, Bohn, ed.
Sumner, Folkways.
Ingersoll, Prose Poems.
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Gould, Mariner Chronometer.
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Black's History of Ohio.
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The Pilgrim Press, 14 Beacon St., Boston 9.
U. S. Catalogue Supplement, books pub. 1912 to
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Davies, Supplementary English Glossary, by Geo.
Bell.

Chas. T. Powner, 177 W. Madison St., Chicago
Chemical Abstracts, Vol. 1, No. 12, June 20, 1907.

Presby. Bd. of Pub., 120 Witherspoon Bldg., Phila.
Johnathan Edwards' Sermons.

Presby. Bd. of Pub. Nashville, Tenn.
Allen, Old Time Pulpit.

Presbyterian Bk. Store, Granite Bldg., Pittsburgh
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The Beatitudes, or a similar title, by Lyman Ab-
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Princeton University Library, Princeton, N. J.
Pidgin, Blennerhassett.
Von Mach, Greek Sculpture, 4 copies.

Pub. Bk. Store, 427 16th St., Denver, Colo.
National Geographic Magazine, February, 1921.

Putnams, 2 W. 45th St., New York
Atherton, Splendid Idle Forties.
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Burdett, New Collection of Comic Recitations; New
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Castiglione, Book of the Courtier, tr. by Opdycke,
1903.

Dickens, Great Expectations, Edwin Drood, Mutual
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Christmas Stories, Duodecimo ed., black cloth.

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Bernard Quaritch, Ltd., 11 Grafton St., New Bond-
St., London, W. I.

Holbrook, N. American Herpetology, 5 vols.

Hollander, Development of Ricardo's Theory.

Hone, J. M., W. B. Yeats, 1916.

Howard, Hymenopterous Parasites of N. American

Butterflies.

Howell, Flora of N. W. America, 1903.

Hudson, Hampshire Days, American ed.

Huntington, Library Check-List and Supplement.

Jackson, Seneca and Kant, 1881.

Clark, Practical Rhetoric, 1886.

Goldsmith, Sacred Symbolism in Art.

Goodell, Chapters in Greek Metric.

Goodspeed, Chicago Literary Papyri.

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Silence of God, Sir R. Anderson.

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F. Plowden, Esq., Historical Review of the State of
Ireland; Philadelphia, McLaughlin, 1806.

E. and D. Gerard, Rheta, or What's in a Name?

Romel, Forty Years an Advertising Man.

G. H. Pember, The Church, Churches and the Mys-
teries.

C. V. Ritter, Old Colony Bldg., Chicago

Planche-Cyc, A Costume, 2 vols.

University Musical Encyc., 12 vols.

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American Nights, pub. about 1880.

Bloundelle-Burton, J., The Hispanola Plate; A Gen-
tleman Adventurer.

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Bolton, S. K., Lives of Girls Who Became Famous.

Bryant, M., The Dominant Passion; The Adjustment

Cancer and Tumors, Anything On.

Cassier's Magazine, Vol. 14, 1898.

Cushing, M. P., Baron Holback.

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Illustrated London News, 1854, 55, 56.
Lee, A., The Frown of Majesty; The Black Disk.
Morley, Life of Henry Cornelius Agrippa.
Mombert, J. L., History of Lancaster County, Pa.
Munson, A., Jungle Days.
N. Y. Times Midweek Pictorials, July 5, 1917, to Dec. 25, 1919.
Old and New San Francisco.
Our World or Annetia the Slave Holder's Daughter.
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Sarmiento, D. F., Vida de Abraham Lincoln.
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Writings on Am. Hist., 1902, Princ. U.

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Syracuse Univ. Bk. Store, 303 Univ. Pl., Syracuse
Pub. of Am. Sociol. Society, Vol. 13.
Clough, Social Christianity in the Orient.
Moore, Cumulative Voting.
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Journal of Alex. Henry, ed. Elliott Coues.
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Smith and Hall, Teaching of Chemistry and Physics.

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Pickwick Papers, American ed. in parts.
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Traver's Book Store, Trenton, N. J.
Thayer's Life of John Hay, vol. 1.
The Federalist, 1st ed., vol. 1, boards, uncut.
Fuld, Police Administration, N. Y. 1910.
Stoddard Lectures vol. 1, 1/2 morocco.
Davis, History of Bucks Co., Penna.
Scatcherd's Memoirs of Eugene Aram.
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Pulpit Commentary, odd vols.
National Geographic Mag., May, 1908; April, May, Sept., Nov., 1909.

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American Ceramic Society Transactions, vol. 19.
T. B. Ventres, 286 Livingston St., Brooklyn, N. Y.
Wind in the Willows Graham, illus. ed.

Village Bk Shop, 4 Christopher St., New York.
McFee, Letters From an Ocean Tramp, London, 1908; Aliens, London, 1914; Casuals of the Sea, London, 1916, any 1st eds.
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Skoorb, In Four Dimensions, 2 parts, 1913.
Somers, Pages from a Country Diary, 2 copies.
Spinoza, Philosophy as Contained in the Ethics, trans. by Fullerton, 1894.
Wells, Father Wells, 1894.
Keane, World's Peoples, 1908.
Reely, Selected Articles on World Peace, 2nd enlarged edition, 1916.
Locker-Lampson, London Lyrics, White, Stokes & Allen, 1886, F. A. Stokes, 1893; Lyra Elegantiarum, White Stokes & Allen, 1889; London Rhymes, White, Stokes & Allen, 1883; Poems, F. A. Stokes & Bros., 1889.
Marvin, American Merchant Marine, 1902.
Cleveland, Narrative of Voyages, 1842.
Delano, Narrative of Voyages, 1817.
Lindsay, History of Merchant Shipping, 4 vols., 1874-76.
Child, A Colonial Witch, 1897.

The White House, San Francisco, Cal.
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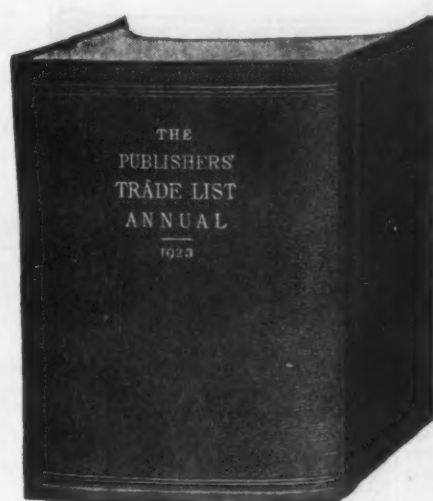
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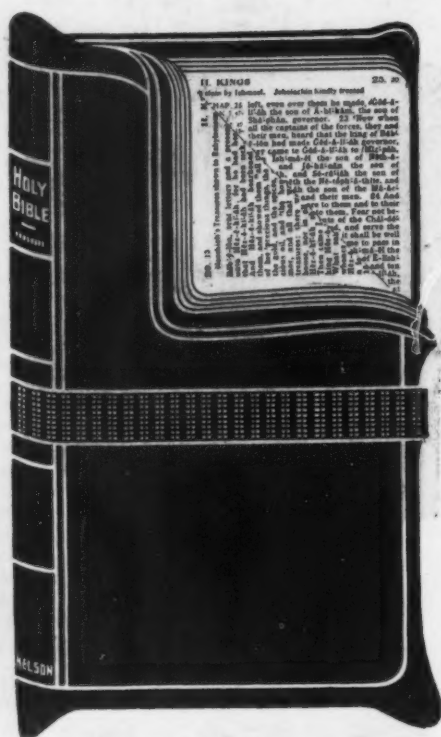
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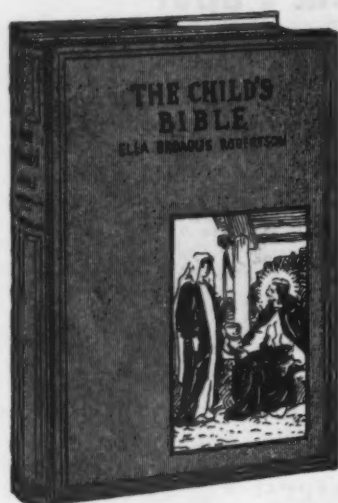
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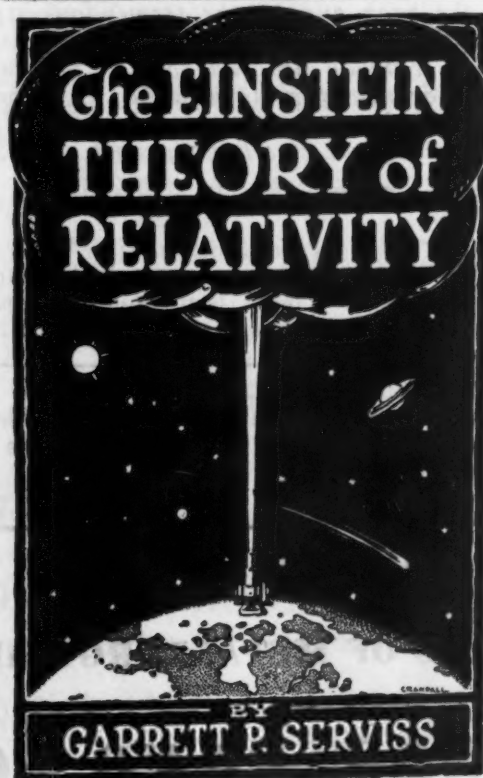
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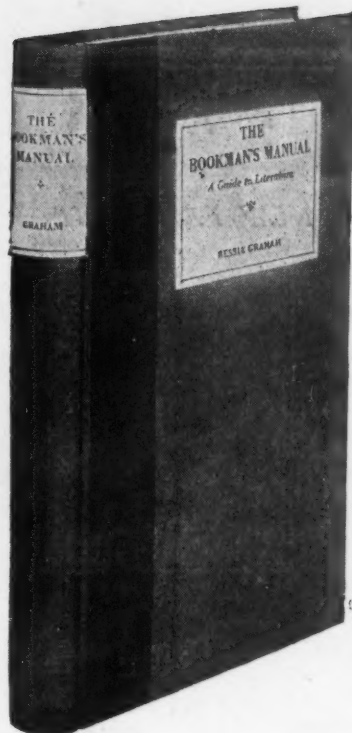
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